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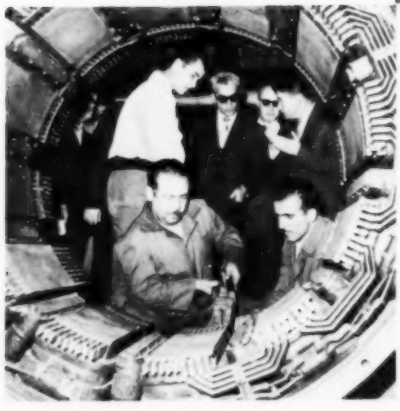
October 20, 1969



Iran's Shah visits here

International Trade Winds

Company News

AUTOMOTIVE—Drake America Corp., New York, was appointed as the newest of three export representatives for the Prestolite line of automotive, marine, aircraft and industrial products. Drake's territories will include Europe, the Middle East, Africa, Australia, New Zealand and Oceania. Prestolite of Toledo, Ohio, manufactures and distributes spark plugs, batteries, wire and electrical and ignition parts. The other representatives are Geon International, Woodbury, Long Island, with territories in Central and South America and Muller and Phipps (Asia) Ltd., New York, which covers the Far East.

INDUSTRIAL DEVELOPMENT—Arthur D. Little, Inc., Cambridge, Mass., has contracted with the Instituto de Estudos Para o Desenvolvimento Industrial de Minas Gerais (INDI) and the Brazilian consulting firm of Economia E Engenharia Industrial S.A., to assist with INDI's Action Plan for accelerating industrial development in the state of Minas Gerais in south-central Brazil. Little, a research and management consulting firm, will work jointly on the administration and implementation of the Action Plan. With the objective of increasing the state's industry, the companies will conduct an analysis of the economy and natural resources and recommend methods of promoting industrial and agro-industrial development. Minas Gerais is considered to hold Brazil's most abundant supply of natural resources.

COMPUTERS—Sperry Rand Corp., Univac Division, Philadelphia, announced that a $2.3 million computer system has been acquired by Det Norske Veritas, the Norwegian ship classification society. The computer system, which includes memory drums, storage systems, tape units, high-speed printers and a communications subsystem, will be operated by Computing Systems and Services A/S, a subsidiary of Veritas. The new system will be used in processing advanced scientific calculations involved in the society's ship classification program, promoting safety at sea and in the technical control of materials and machinery used in ship construction. Part of the system's time will be made available for service bureau work to customers throughout Scandinavia.

Newsletter

All systems go—the computer-age term for full success—fits the late September Computer Communications and Display Equipment show at the Frankfurt U.S. Trade Center. Some of the readouts at show's end: floor sales, $1,035,100, 2nd highest for any Frankfurt show; 12-month projected sales, $19,900,000, a Frankfurt record; attendance at symposium, capacity of 350 plus standees; trade visitors, 1,880 decision makers; agency agreements, 38 now under negotiation, one signed.

Meanwhile, not far away, at the Essen, Germany international welding fair, the U.S. Exhibition was the scene of many negotiations between the 23 participating firms and potential agents/distributors. At the show's end Sept. 28 a total of 45 agents had been appointed and 304 other candidates were still under consideration. One participant, Abex Corp. of New York, was holding discussions with 104 possible agents/distributors to handle its products throughout Europe.

First marketing operations in Thailand for the ITEK Business Products Intl. Corp., Rochester, N.Y., occurred at a between-regular-shows promotion at the Bangkok U.S. Trade Center. An ITEK manager for the Far East, regularly stationed in Japan, found a local distributor and reported making important sales contacts among 160 visitors representing both private business and the Government who came to see ITEK's line of equipment for offset printing.

Two-way trade between Argentina and the U.S. is the object of an Oct. 23 to Nov. 1 business mission that will have two-way sponsorship. The Commerce and Industry Assn. of New York is cooperating with the Argentine Promotion Center in New York and the Argentine-American Chamber of Commerce in handling the visit. Plans for the eight-day event include meetings with Argentine Government officials, businessmen, tours of industrial facilities and briefings with U.S. Embassy Commercial Officers.

The Standard Industrial Classification coding system so well known to the readers of INTERNATIONAL COMMERCE's columns of World Trade Opportunities is moving into ever wider use. The SIC numbers, widely used by trade associations throughout the U.S., will shortly be used by the American Chamber of Commerce in Spain in their trading contacts with the U.S. The Spanish group is the first European AmCham to take the time-cutting step.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for detailed know-how and analysis in our regular news columns.

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the cover

The Shah of Iran, who is arriving in the U.S. for a Washington-New York visit this week, keeps a knowledgeable eye on industrial development in Iran. The cover shows him visiting a vocational training center workshop, opening the new Rambler automobile plant in Tehran, viewing machinery in a railway maintenance shop and observing operations at a textile plant. A report on Iran's rapidly developing economy is on pages 2-7.

October 20, 1969

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International Commerce

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Iran seeks to ease boom, maintain orderly growth

Government acts to control rapid economic expansion by checking extension of credit

Iran's economy continues to boom although some inflationary pressures are being felt and a moderate slowing of its unusually high growth rate may be expected during the next six months. The economy has been expanding rapidly for the past four years, notes the semi-annual Economic Trends Report from the U.S. Embassy in Tehran, with an average annual growth rate in the gross national product of about 10.5% in constant prices.

Iran's economic planners recognize the need for government economy and maintenance of a healthy and orderly, rather than headlong, pace of economic growth in the months ahead. Iran's credit rating remains excellent and, with its expanding economy and political stability, the country offers an increasingly inviting market for U.S. products and an interesting base for American investment.

Opportunities for export of American products to Iran abound. The American pavilion at the Second Asian International Trade Fair, which opened in Tehran Oct. 6 and will run through Oct. 24, is devoted to modern management and contains many exhibits of American business machines and techniques. Outside the pavilion are displayed types of construction, mining and agricultural equipment in great demand in Iran, including a crawler tractor and angle-dozer (Allis-Chalmers), a truck mounted hydraulic crane (BLH Austin-Western), hydraulic backhoe (Koehring), farm tractor and crane (J. I. Case), motor scraper-tractor (Caterpillar), tractor shovel (Clark International), portable air compressor and drill (Gardner Denver), crushing and screening plant (Baldwin-Lima-Hamilton), yard crane (Link-Belt Speeder), and a Mack Truck dumper.

Such equipment comprises a substantial part of American exports to Iran. It is far from exhausting the demand for American products, however, for which payments are running at three times the level of Iranian exports to the U.S.

The opportunity to display a far greater variety of commodities will be offered in May 1970, when a solo exhibit is planned for Tehran by the U.S. Department of Commerce. Detailed work is already in progress for that effort to encourage the display of products with the greatest market potentialities in Iran.

The private projects being financed by the Industrial and Mining Development Bank of Iran (IMDBI) give a good idea of the types of investment now taking place in Iran: steel reinforcing bars and twisted bars, skelp strip and welded pipe, scrap smelting, telephones and telephone exchanges, paper from bagasse, three diesel engine plants, electric meters, water meters, transformers, two sheet glass plants, electric fans, a third tire plant, ball and roller bearings, a cement plant, several sugar refineries, and numerous others.

No American firms are involved in the above projects, although the Aliaf nylon plant (Allied Chemical) is omitted only because it is now in operation. American investment interest of late appears to have been confined to a takeover by Union Carbide of International Telephone and Telegraph interests in a battery company and to two ventures in agri-business in the greater Dez area. This is not to say that American firms are not active in a large number of projects, simply that there have been few recent examples of actual investment.

Surrounded by good market

It is clear that opportunities abound in such a rapidly growing economy for production not only for the domestic market but also for export to neighboring countries. With its exceptional record of political stability, its favorable strategic position and its growing ties with most of its neighbors, Iran offers a desirable base for such operations in a wider market, as has already been appreciated by such less recent American investors as Allied, B. F. Goodrich Chemical, AMOCO, and Reynolds Aluminum.

Shah in U.S. this week

The Shah of Iran is making an official visit to the United States this week. He will meet with the President, the Vice President, the Secretary of State, members of the Senate Foreign Relations and House Foreign Affairs Committees, and other high officials. Included in his itinerary, in addition to his Washington visit, is a three-day stay in New York, with opportunities there for commercial discussions.

The Shah has traveled to this country on many previous occasions. He made an official visit in 1967, received an honorary degree from Harvard University in 1968, and attended the funeral of President Eisenhower earlier this year.

The Shah ascended the 2500-year-old Persian throne in 1941 at the age of 21. After successfully leading his country through the difficulties of World War II and its aftermath, he has in recent years directed a dynamic and far reaching program of social reform and economic development.

Known as the White Revolution, the Shah's social program has embraced land reform, emancipation of women, and improvement of public health and education. The Shah has sought to expand his country's economy and improve the lot of his people through economic development plans.

The current Fourth Plan calls for an expenditure of almost $11 billion on industrial and agricultural projects during a five year period ending March 1973. Using oil revenues, which will amount to $1 billion for the current year, Iran has achieved an annual growth rate of over 10% under the progressive leadership of its dedicated and hard working Shah.

In justifying the imposition of a second round of monetary restraints within a period of less than a year, the Governor of the Central Bank recently explained that the Central Bank has nothing against a reasonable growth of credit in the private sector, but that the rate at which such credit was growing and was threatening to grow was really quite improper. His words were appropriate to the occasion and also apt as a description of the state of the economy as a whole. Credit extended to government entities by the Central Bank itself as well as other forms of government borrowing and expenditure in general have also been significant in causing a rise in inflationary pressure in the Iranian economy.

In August of 1969 more brakes were applied in the form of a high rediscount rate (8%), high reserve ratios for commercial banks (20% on sight deposits and 15% on time deposits) and higher interest rates on private deposits, because the increases of the previous November appeared to have had too little effect in dampening down the pace of the economy.

Too soon to judge effect

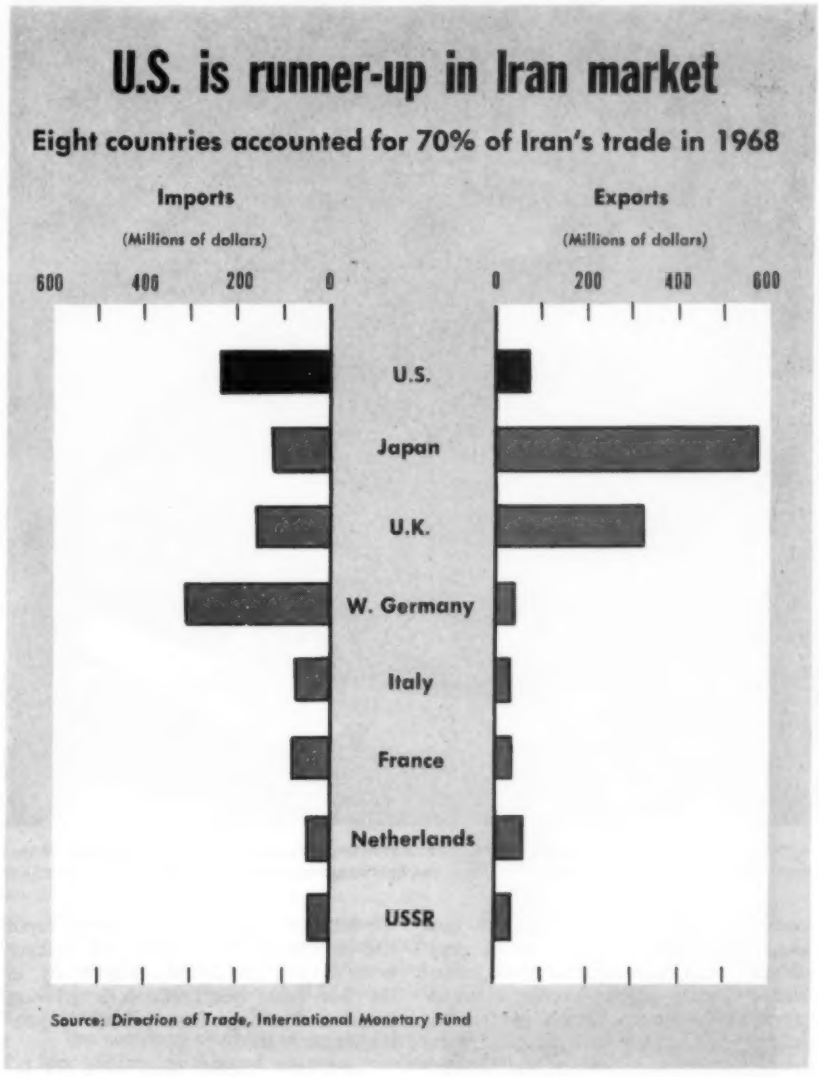
It is still too early to see how effective the new restraints may be. The cost of living index in August was only 2.9% above that of a year before, but the index is usually lower in the summer months. A 2.9% rise over a twelve month period, however small by the standards of some countries, is far above the enviable average of about 5/8ths of 1% that prevailed for three previous years. It is also recognized that the index is becoming increasingly outdated and does not adequately measure cost of living increases for all but the most modest incomes.

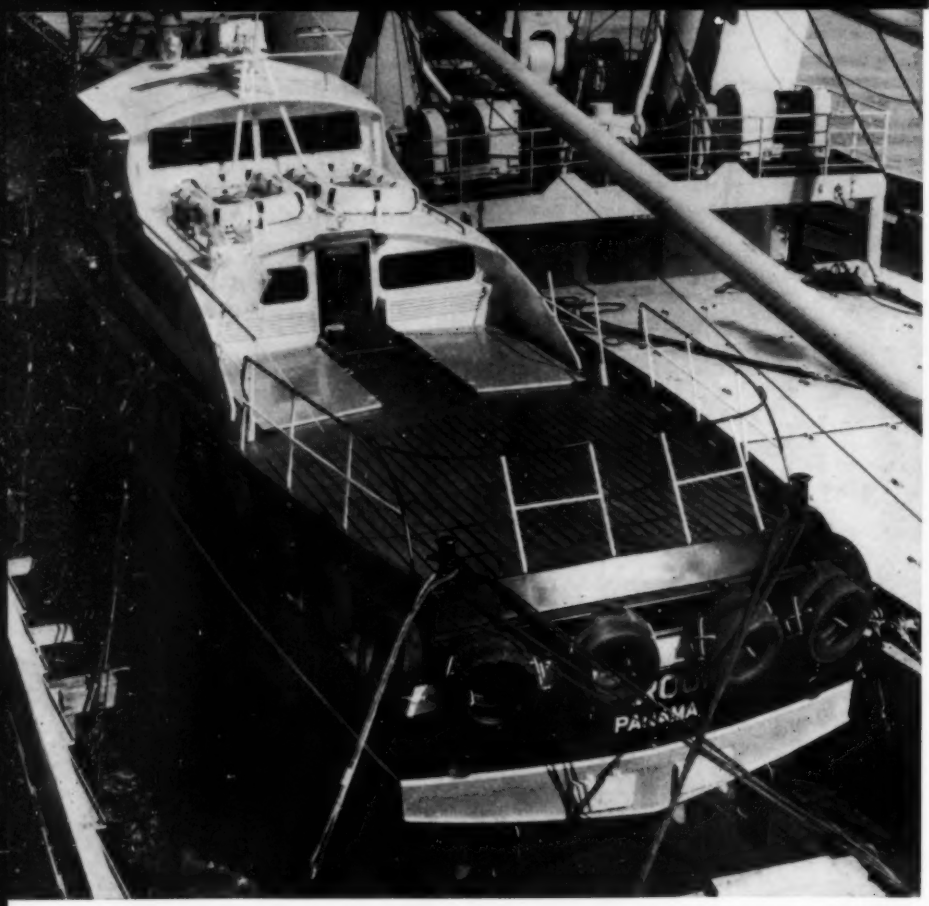
Equally relevant to future economic trends has been the growing realization in government circles that more economy is required of the Government itself. Payments are delayed and almost all programs and projects of the Government, large or small, are subject to continual scrutiny in terms of the availability of funds. Much greater importance is attached today to relative priorities in the use of limited resources and to the anticipated returns on investments. There is a growing recognition of the limits to even a rapidly expanding income and to the possibilities that continued heavy borrowing can create inflationary pressure and an unhealthy foreign debt burden.

The basic reason for rapidly expanding expenditures by the Iranian Government has been the primacy placed upon developing the national economy and security as rapidly as possible. Prudent as it may be to moderate the pace, these goals will remain paramount, being central to the philosophy and strategy of His Majesty the Shah himself. The dominance of his will and personality and his determination to transform Iran into a thoroughly modern society as rapidly as possible are the principal keys to future trends in the economic development of the country. Much has been accomplished in terms of social reform and economic development, yet much more remains to be done in providing the infrastructure and basic industries for a modern economy. One trend that appears clear is an ever increasing role of the Government within the economy.

In part, a trend toward accelerated concentration of economic power in the hands of the Government is simply a reflection of the very high priority placed by the Government on rapid economic development. This policy resulted, in the Third Plan period, in the growth of government investment from about 35% of all investment in 1963-64 to about 50% in 1967-68 and a planned average of almost 55% during the present Fourth Plan period.

In the Fourth Plan also, there is a much higher priority given to investment by the Government in industry and mines, almost six times as much as the amount actually spent on this sector by the Plan Organization during the Third Plan. In turn, this growth in government investment in industry reflects the shift from development of consumer industries, largely a private responsibility, to the development of basic industries such as steel, aluminum, petrochemicals, heavy





A NEW ORLEANS SHIPBUILDER, the Equitable Equipment Co., Inc., built this boat for operation in the Arabian sea. The high speed vessel carries crews and light cargo to drilling operations off Iran's coastline.

machinery and machine tools, all now under construction. The scale of capitalization required for these basic industries precludes private domestic investment. It is oft-proclaimed government policy that all industries capable of being financed by private capital will be left to the private sector.

A more recent reason for accelerated concentration of power in the hands of the Government is the sacrifice demanded of the private sector by restraints imposed upon the economy by the Government. The increases of last November and again of this past August in the Central Bank's rediscount rate and in the reserve requirements of the commercial banks discourage the extension of credit to the private sector but not to the government entities. Deficits of the latter are financed by low interest government bonds as well as by advances from the Central Bank of Iran.

Furthermore, the sharp increase in the commercial benefits taxes imposed this year on many imports affect the private sector only, since the government imports do not result in any net tax on the Government. Lastly, the continued rapid rise in receipts from direct and indirect taxes (27.7% and 24.3%, respectively, in the last fiscal year) effects a growing transfer of savings from private to public hands.

Until very recently there were few indications that the Government as a whole was preparing to make a reduction in the pace of its own expenditures. Despite the rapidly rising receipts from taxes, oil revenue and other sources resulting in surpluses, the Government has continued to borrow ever greater amounts each year. Public domestic debt shot up 43.5% in the twelve months ending June 20, 1969. In contrast, private credit rose only 17.5% during the same twelve month period.

Similarly, the government's external debt rose by an estimated 37.9% during the same period. In the two year period between the Iranian years 1345 and 1347 (March 1966-March 1967 and March 1968-March 1969), the Iranian Government increased its proportion of total payments on current account from 32.5% to 44.5% and of the total value of goods imported from 28.9% to 43.1%. In fact, the public sector accounted for two-thirds of the increase in the total value of goods imported during this period.

The effects of the different rates of growth of the public and private sectors has already become evident in certain statistics. Permits granted by the Government for establishment of factories and workshops declined almost 30% in 1967-68 and showed a mere 2.3% rate of recovery in 1968-69, while the permits issued by the Government to operate such factories once established continued to fall, 40% in 1967-68 and 19% in 1968-69.

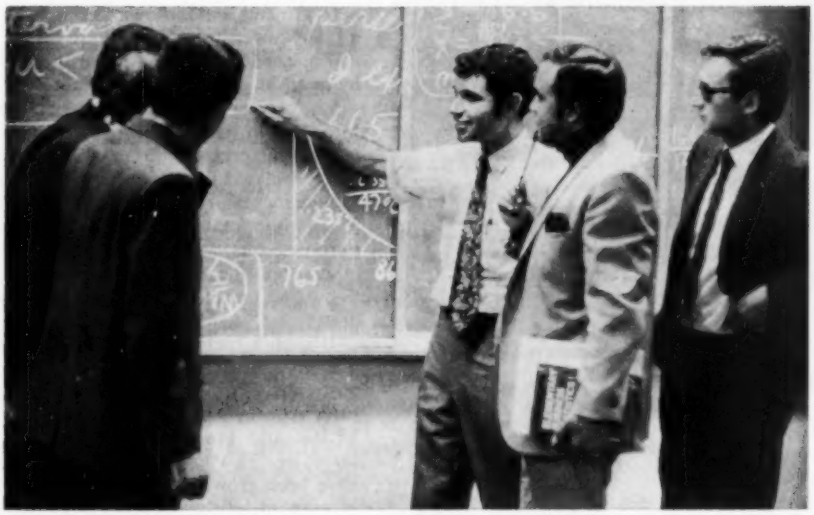
Exploration permits for minerals were down 22% in 1968-69 and permits for exploitation of deposits also fell. Registration of new companies declined in 1968-69 while the number of companies dissolved rose by a third and the capital involved in such dissolutions was more than twice that of the year before. The number and total value of protested bills was almost a quarter above the level of 1967-68. The net inflow of private loans and investment declined by 12%. No figures on private urban construction have been published recently, but there is some reason to believe that the decline of early 1968 has continued.

Such figures would spell a temporary recession were it not for the buoyant influence of government spending throughout the economy as a whole. In a very direct fashion, the government's domestic investment fuels the private economy, since the Government largely employs private contractors for its construction activity. More indirectly, government purchases of goods and services from the private sector encourage plant expansion and increased production.

It is quite clear that the private sector is not loafing, having increased industrial production and investment in 1968-69 by an estimated 14% and maintaining its share of 50% of total investment. Whether this momentum will be sustained in the face of government efforts to reduce the rate of increase in its own expenditures remains to be seen.

Oil industry leads expansion

The Government is heavily dependent on the oil industry as the primary source of its income, a dependency which is not declining despite diversification of industry and growth of all sectors of the economy. Oil revenue has supplied 50% of the combined receipts of the Treasury and Plan Organization, exclusive of bor-



IRANIAN BUSINESSMEN WATCH instructor in statistics class, in left photo. Above right, a student in A. D. Little's course tours a Cambridge, Mass., grocery store between classes. At lower right, an Iranian business executive retrieves stored data at a computer console while a fellow student and instructor look on.

U.S. firm trains Iranian managers

Twenty-four business and government executives from Iran are participating in a ten-month industrial management training program being conducted by Arthur D. Little, Inc. The research and management consulting company is holding the program at its headquarters in Cambridge, Mass. in behalf of the Industrial Development and Renovation Organization of Iran.

The program, which began last month, is designed to meet Iran's need for an increasing number of professionally trained managers to fulfill its industrial development program. Courses are tuned to the industrial environment of Iran; training materials include case studies which simulate actual business situations in Iran and other developing countries experiencing rapid industrial growth.

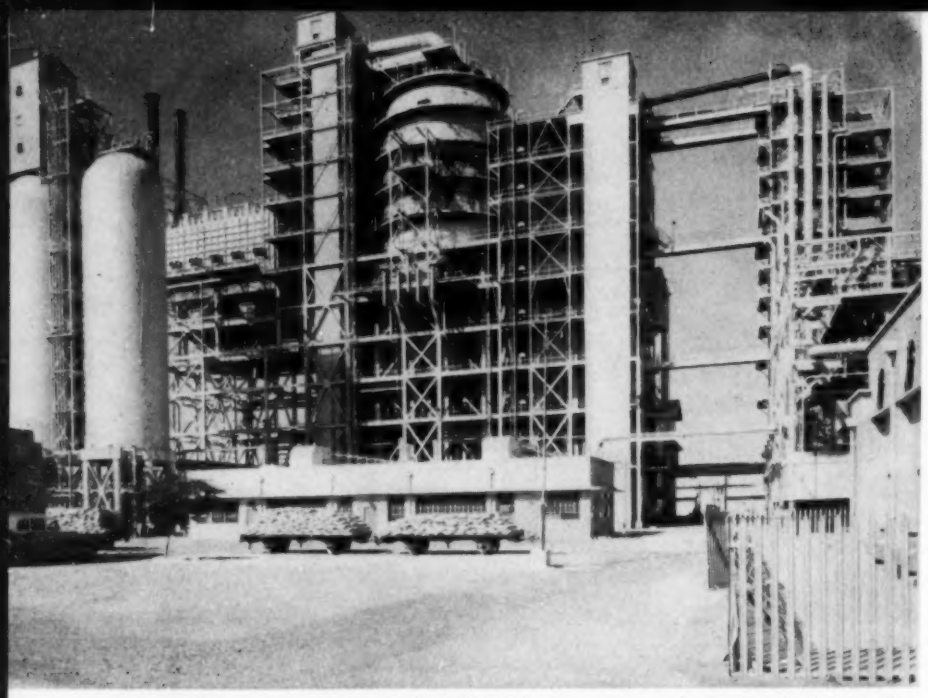
In addition to courses in administrative skills and management techniques, the program includes seminars, guest lecturers, industrial plant visits, and a field trip of several weeks for observation and study of a cross-section of U.S. industrial enterprises.

The company conducts a similar course for officials of African countries, which will open for the sixth time later this year.

rowed funds, during the past two years just as it did during the previous four years. Furthermore, oil revenue represents 80% of Iran's export proceeds and, together with the foreign exchange expenditures of the operating companies in Iran, accounted in 1968-69 for about 72.4% of all receipts on current account. In its annual report for 1968, the international Consortium that produces and markets most of Iran's oil cited investment during the year of $67 million, and it is known that several offshore companies were spending heavily on storage and shipping facilities. Hence the oil industry must have accounted for a substantial portion of the estimated $826 million of private investment that took place in 1968-1969, although once completed, the fixed assets built by the Consortium become the property of the National Iranian Oil Company (NIOC).

Producing now at a rate of 3 million barrels a day, the Consortium is engaged in an ambitious program to raise its present export capacity from 3.5 million barrels a day to 5.5 million and is also participating in a giant natural gas liquids project to supply both dry gas to the Iranian gas trunk line and liquid feed stocks for the manufacture and export of natural gas liquid products (butane, propane and pentanes).

It is clear that the petroleum industry will continue to expand rapidly even though it remains open to question whether it will be able to satisfy the government's growing needs for additional revenues. The Consortium fell somewhat short of the Iranian revenue target for the first year of the Fourth Plan period and found it possible to meet the one billion dollar target for the current year only through the expedient of agreeing to make a cash advance at the end of the Iranian year. Ambitious targets are set for other companies as well under the total goal of an average increase in oil revenue of 18.4% a year for the five years. Although the 5.6% shortfall of the first year is not immutable, there remains considerable doubt about the ability of all concerned to meet targets for the years to come. Furthermore,



OIL REVENUE continues to represent about 80% of Iran's export proceeds, despite industrial diversification and recent increases in the export of non-oil commodities. This picture shows Iran's Abadan refinery.

there is no question but that shortfalls will result from delays in construction and lower world market prices in the anticipated income of over $600 million from the export of the new products of gas, petrochemicals and aluminum. The recent spurt of non-oil exports (up 48% in the first five months of 1969 over the comparable period of 1968) is extremely encouraging, but such exports are so small compared to imports (about a sixth) that a small increase in the latter largely offsets these gains.

The Government of Iran is thus faced with a shortfall in the resources on which plan projections were drawn. In different circumstances such shortfalls might be covered by additional borrowing. At the present time, however, additional domestic borrowing would simply add to inflationary pressures and additional external borrowing to the rapidly growing debt service ratio. That ratio will probably jump this year by as many points as it did last year, in other words to approximately 14% of current account receipts, and continue to rise in the following years of the plan period.

Thus the point beyond which it is usually considered imprudent to go, about one sixth of current earnings, is already fast approaching. The alternative is, of course, to reduce the rate at which expenditures are planned to rise. To some extent, this is accomplished automatically by the delays attendant in some of the projects.

In effect, the first year of the Fourth Plan period was largely devoted to completion of Third Plan projects, and it is anticipated that the Fourth Plan itself will overlap into the Fifth by at least as long as a year for many projects. Beyond this, however, there is a recognized need to postpone the initiation of some costly new projects until the financial position of the Government has improved.

The need for slowing down the rate of increase in government expenditures was recently given expression by the Prime Minister. In giving directives to his colleagues for preparation of the next budget, he declared that no ministry or agency should increase its budget by more than 5%, with greater increases for certain purposes offset by lesser increases for others. Specifically he called for elimination of all unnecessary and luxury expenditure.

If such a budget is actually enacted, it will be a great contrast to those of the past four years, when Treasury expenditures rose by an average annual rate of 17.1% and Plan Organization expenditures by 32.4%. Current expenditures have been growing even faster than fixed investment by the Government, and it is in current expenditures that the largest scope for savings appears possible with the least impact on economic growth rates.

What effects will be felt in terms of initiation of specific projects cannot now be foreseen, but it is not unlikely that some may be postponed. Those involving the largest expenditures include an integrated telecommunications network, a new international airport for Tehran, the Reza Shah the Great Dam on the Karun River, the Nader Shah Dam on the Karun, the Jiroft Dam, the further development of the Bandar Abbas Port areas and the still under study crude pipe line to Iskenderun, Turkey.

It should be made clear that growing reluctance to add to the external debt burden more than is absolutely essential in no way implies any deterioration in Iran's excellent credit rating and the ability of the Government to borrow what is needed.

Only recently, an $80 million credit

New Iran digest

A new book has been published that contains much information on Iran of use to anyone interested in selling or investing in that country. *Iran: A Trade and Industrial Profile*, contains articles by key Iranian officials on Iran's industrial and mineral development, oil industry, banking policy, and opportunities for foreign investment.

This 160-page publication also includes background information from Iranian and U.S. sources on the country and its economy: agriculture, industry, minerals, petroleum and petrochemicals, tourism, telecommunications, transportation, finance and foreign trade. Particularly stressed is Iran's $10.8 billion Fourth Development Plan (1968-1973). The text is supported by statistical tables, maps and photographs.

Write: Manhattan Publishing Company, 225 Lafayette Street, New York, N.Y. 10012.

Market reports

The International Marketing Information Service includes an *Exhibitor's Export Market Guide* on the market in Iran for industrial machinery (IMIS 69-78) and a *Country Market Digest* (IMIS 69-4) covering the 11 best sales prospects in Iran.

IMIS reports are available for 10¢ each from Sales & Distribution Branch, Room 2119, Department of Commerce, Washington, D.C. 20230, or from any Department of Commerce Field Office.

U.S. industry group works with Iranians

The United States has several thousand trade and professional associations that are non-profit, cooperative groups designed to assist the membership and its trade, profession or industry on a wide variety of matters. Many of them have foreign membership and it is not uncommon for such an association to cooperate and work with foreign organizations on mutual problems.

The Soybean Council of America recently provided an example by working in cooperation with the Iranian Ministry of Agriculture in developing a three-day seminar on poultry nutrition in Tehran. It was attended by about 400 persons, including Iranian businessmen, farmers, government officials, managers of co-operatives and veterinarians. More than 250 of those attending were connected with Iran's rapidly growing poultry industry.

American and Iranian poultry specialists and technicians spoke at the working sessions of the conference and discussed problems with the poultrymen between meetings. The basic subject of the conference was poultry nutrition, but heavy stress was placed on the importance of special rations for broilers and laying hens. Though feed use in Iran is increasing rapidly, chicken rations are still deficient in protein digestible by fowl.

was arranged in Eurodollars with 19 British, European and American banks (including Manufacturers Hanover Trust). In fact, the Government wishes to get away from the more expensive supplier credit forms of financing and borrow almost exclusively from government institutions and the World Bank.

The latter institution has recently extended a $30 million credit for development of irrigated farming at the Dez project and a $40 million loan to the Industrial and Mining Development Bank of Iran (IMDBI), raising its total credit to that private bank to $105 million. In turn, the IMDBI constantly increases its loans to private investors in Iran. The growing attraction of banking in Iran has resulted in the First National City Bank of New York taking a 35% share in an enlarged capitalization of the private Iranians Bank.

Iranian jet purchase brings '69 U.S. sales near $480 million

Eximbank has provided more than $200 million in credit backing

A $9 million Eximbank credit will help Iran's national airline buy two Boeing 707 jet airliners, spare engines and related equipment and services. The planes are due for delivery to Iran Air early in 1970. Total purchase price is $22.5 million.

This brings the total value of 54 U.S. commercial jet aircraft exports and related parts and services backed by the Export-Import Bank this year to nearly $480 million.

The two long-range jets will permit Iran Air to offer more competitive service on its western routes to Europe, thereby releasing its Boeing 727s for increased domestic and regional flights. Iran Air's four Boeing 727 aircraft were financed in part through two loans authorized by the Export-Import Bank in 1965 and 1967.

The Boeing Company's participation in Eximbank's credit will amount to $899,720; Iran Air has already made a downpayment on the purchase of $4,498,-600.

The entire financed portion will be repaid in fourteen semiannual installments beginning in August 1970. The terms of Eximbank's credit call for interest to be charged at an annual rate of 6% on outstanding balances.

Sales elsewhere

Besides the Iranian purchase, the Bank has backed sales in the following countries (with number of aircraft purchased and total sale value, in millions of dollars, in parentheses): Afghanistan (1, $6.1); Air Afrique (representing 12 West African nations—1, $14.4); Brazil (5, $23.3); Canada (2, $15.6); Colombia (1, $10); Congo (2, $9); India (1, $33); Ireland (8, $40.8); Israel (2, $35.9); Italy (5, $32.6); Ivory Coast (1, $14.4); Morocco (1, $8.6); Portugal (1, $8); Spain (10, $138.5); Taiwan (2, $20.5); Turkey (2, $9.75); and Yugoslavia (7, $36.3).

U.S. will sponsor machinery show in Tehran next spring

Firms may show wide range of industrial equipment in May event

The Department of Commerce is presently recruiting American firms for participation in the U.S. Industrial Machinery Exhibition scheduled for May 16-21, 1970 in Tehran.

This event will cover categories of goods in which U.S. firms are already represented as well as those which are just beginning to find a market in Iran.

The following specific equipment lines have been judged to be particularly pertinent for the spring event; heavy construction equipment; refrigeration, airconditioning and heating equipment; office modernization equipment; production equipment for the textile industry; medical, hospital and laboratory equipment; electrical equipment; and food processing and packaging equipment.

Sales opportunities also exist in other product categories eligible for display: automotive servicing and maintenance equipment; production equipment for the plastics industry; chemicals; instruments and controls; manual and power hand tools; machine tools; desalination equipment; electronics; mining and oil equipment; equipment for the petrochemical industry; telecommunications equipment; irrigation equipment; and light aircraft.

The Commerce Department and the American Management Association will cooperate in the presentation of special technical and management seminars.

Companies seeking more information about this Exhibit may write to the Commercial Exhibits Division, U.S. Department of Commerce, Washington, D.C. 20230, or call Robert Levine at 202-967-4705.

Meanwhile, early reports indicate that substantial U.S. sales to Iran will result from U.S. participation in the Second Asian International Trade Fair, which opened in Tehran to business visitors on Oct. 6 (see page 2).

A major American petrochemical company announced at the current fair, which will close on Oct. 24, that a 1,000-ton per day ammonia plant it designed has gone onstream in Osaka. The M. W. Kellogg Co. Division of Pullman Inc. is a participant in the petrochemical pavilion.

Three specialized U.S. missions leave soon for Europe, Far East

First group to leave will promote EDP in U.K.; second, tourism equipment in Yugoslavia; third, service industries in Japan

Three specialized U.S. trade missions will be taking off soon to sell selected products in three specifically chosen markets in Europe and Asia. A specialized or vertical mission is comprised of experts within a narrow range of related products or services.

The first to depart will be selling electronic data processing services and equipment in the United Kingdom. The group expects to be in London, Oct. 27-31; Birmingham, Nov. 3-5; and Manchester, Nov. 6-7. Products of special interest include both small and large computer installations; peripheral equipment; computer supplies, and software.

One of the first specialized groups to go abroad was an electronic data processing mission to Germany last spring. Data available at present show estimated 12-month sales at more than $1.7 million. One agent was appointed and several others are under negotiation.

The United Kingdom is one of the leading U.S. computer export markets, in which our suppliers sold $65 million worth of electronic computers in 1967 and $80 million worth last year. During a Computer Graphics and Displays Exhibition at the U.S. Trade Center in London last January, 34 firms made sales of $728,000 and predicted additional orders reaching $5.7 million by next January.

Roderick M. Gillies, assistant director of the Commerce Department's Office of Field Services, will be the mission director. Other members are Arthur H. Beaven, National Cash Register Co., Dayton, Ohio; Laurence J. Brownsey, Peripherals General, Inc., Cherry Hill, N.J.; Joseph H. Easley, Computer Data Systems, Inc., Silver Spring, Md.; Robert P. Gulick, Farrington Manufacturing Co., Springfield, Va.; Frank M. Irons, Computer Sciences Corp., Falls Church, Va.; Kenneth Martin, sales manager in United Kingdom for Scientific Data Systems, El Segundo, Calif.; and J. Roy Morris, Cybermatics, Fort Lee, N.J.

Tourism in Yugoslavia

Leaving from Dulles Airport near Washington, D.C., 11 days later, a tourist industry mission will be in Yugoslavia Nov. 1-15.

The group's schedule covers appointments in Zagreb, Nov. 1-5; Ljubljana, Nov. 5-7; Rijeka/Opatija, Nov. 7-12; and Zagreb/Split, Nov. 12-15.

Promoting a variety of industry-related goods and services, the seven-member mission's interests include diversified sanitary ware, tourism development, boilers and air-conditioning equipment, plastic dinnerware and kitchen equipment, floor and wall coverings for hotels and restaurants, commercial laundry and dry-cleaning equipment, presses for apparel, and temperature and other control systems.

Tourism is among Yugoslavia's industries receiving priorities for expansion. As a result of the TOUREX exhibition in Belgrade in the fall of 1967, U.S. exhibitors' sales totaled more than $750,000 and 29 agents were appointed.

Clarence M. Zens, managing editor of INTERNATIONAL COMMERCE, will direct the mission to Yugoslavia. The six other participants are:

Dan V. Azzaro and Roy Bond, American Standard Co., New York; J. Henry Barbour, Leo Kramer, Inc., Washington, D.C.; George Denkowski, Bolta Division of General Tire & Rubber Co., Lawrence, Mass.; Egon Eckmayer, American Laundry Machinery Industries Division of McGraw-Edison Co., Cincinnati; and John Hickey, Honeywell, Inc., Minneapolis.

Service industries, Japan

The third of the fall specialized missions will be promoting joint ventures and/or licensing agreements related to the service industries—in Tokyo Nov. 8-16 and in Osaka/Kobe Nov. 16-22. This is the Commerce Department's first specialized mission to focus on promoting the service industries.

Leading the mission to Japan will be Charles H. Daly, service industries trade specialist in the Commerce Department's Business and Defense Services Administration. The additional members are M. C. Crawford, Carvel Franchise Systems, Yonkers, N.Y.; Robert J. Emmons, United Rent-All, Los Angeles; James W. McLamore, Burger King Corp., Miami; Norman Slater, Dunkin' Donuts of America, Inc., Quincy, Mass.; and Donald L. Udell, American Industrial Development Corp., Washington, D.C.

Last spring, the Commerce Department sent the first of its specialized missions abroad: Electronic data processing, to Germany; restaurant and cafeteria equipment, to France; and automotive maintenance and servicing equipment, to Scandinavia. Incomplete returns from the three missions, including the figures from the EDP group already mentioned, place immediate sales and 12-month estimates at a total of about $2.5 million. Four agents were appointed and several times that many are in the process of negotiation.

For all Commerce specialized trade missions, the members represent their own companies and pay their own expenses; operating costs are paid by the Government. Commerce also provides an advance officer and a director to accompany the group.

Minnesota trade unit has export workshop

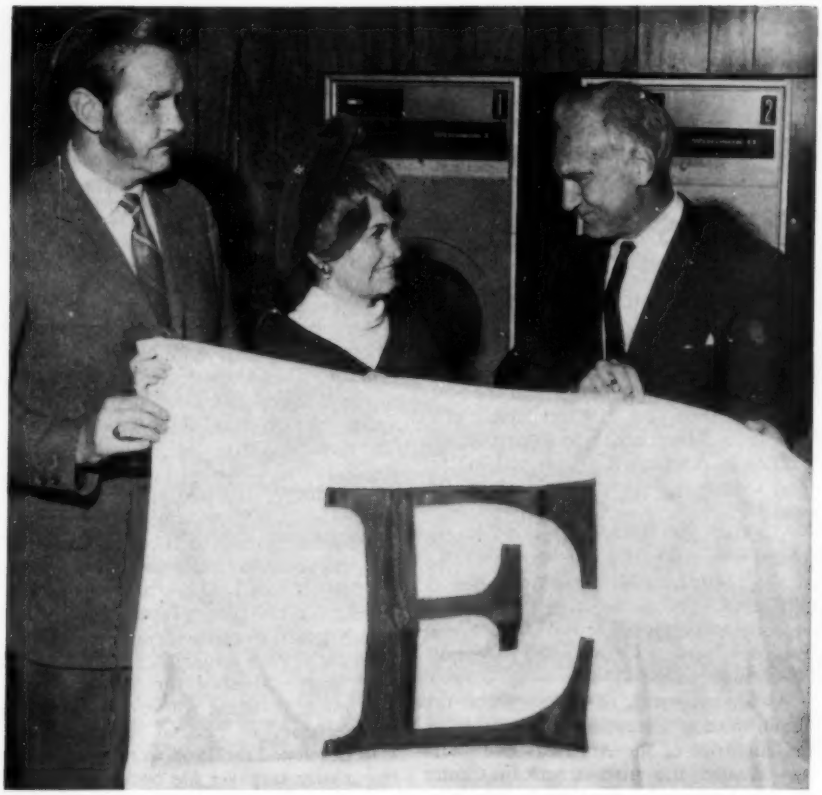
Field Office, REEC aid free program designed for nowcomers to field

The Minnesota World Trade Association has under way its Eighth Annual Export Trade Workshop which it has sponsored since 1962 with the cooperation of the U.S. Department of Commerce Minneapolis Field Office.

The Field Office each year has cooperated by planning the program, providing the meeting place in the Federal Building and handling the registration formalities. The instructors are drawn from the Association, REEC members and others in the international business community. Field Office staff act as moderators and participate as panelists.

There are no fees for the Association's educational program primarily for new managers and firms entering for the first time into the field of international trade. The average class size is about 35. This year's theme for the six consecutive Thursday evening workshops is "Exports Mean Business."

The basic format for the program is about the same each year. Subjects being covered in the Oct. 16-Nov. 20 sessions this year include: Organizing for Export—Market Research; Channels of Distribution—Locating Buyers; Export Sales Techniques—Advertising; Handling the Export Order—Moving the Goods; and Financing Export Sales—Credit Management.



HOLDING THE 'E' FLAG at presentation ceremonies are Derek W. Oakes, Hoyt's sales executive, Congresswoman Margaret M. Heckler and H. R. Hoyt, president of Hoyt Manufacturing Corp. of Westport, Mass.

Coin-op laundry, dry cleaning equipment firm gets 'E' award for exporting, subsidiary income

Hoyt Manufacturing employs export manager, liberal credit, new packing, containerized shipping, standard specifications

For increasing exports of coin-operated laundry and dry cleaning equipment, Hoyt Manufacturing Corp., Westport, Mass., received the Presidential "E" award last month.

Hoyt's first step in entering the export market was the establishment of an export division headed by an export manager to coordinate overseas marketing efforts. Next, through U.S. Department of Commerce trade lists, Hoyt solicited distributors.

Extending liberal credit terms, redesigning packaging and shipping containers and standardizing export specifications were further steps in Hoyt's export strategy.

In 1964, Hoyt decided to expand its contacts in the United Kingdom, participating in a laundry equipment show in London at which they contacted a representative of an English coin-operated laundry business who later elected to represent Hoyt on an exclusive basis.

Seeing an opportunity to open his own firm and employ Hoyt's heavy-duty washer-extractor as standard equipment in new English laundromats, the representative opened Gomaco Equipment Sales Ltd., which now has 13 sales offices throughout the U.K. Hoyt usually sells more than 100 washer-extractor units per month to Gomaco.

One of the major problems to be overcome by Hoyt was export crating and shipping. Prices could not be quoted until accurate cubic measurements and weights for each type of equipment were known. The company collected the needed information over a six-month period and compiled the statistics into an export manual. More than 1,000 sets of the manuals have now been mailed to companies in more than 70 nations, and increased sales have resulted from this advertising.

Shipping progress was made when Hoyt's orders could be sent in containers. Transporting the laundry and dry cleaning equipment in containerized lots eliminated the expense of individual export crating and simplified pricing.

New distributorships

Today, a new distributor of Hoyt equipment begins with an irrevocable letter of credit. As a distributor proves his capabilities to Hoyt, terms are eased until an open account can be arranged.

Authorized distributorships are appointed and renewed yearly and a representative showing good results may be granted the exclusive territory for one or more countries. Exclusive distributorships are currently authorized for the United Kingdom, Spain and Formosa.

Until 1965, foreign order specifications were a problem for Hoyt's engineering department. Usually the orders were for just one piece of equipment with odd specifications and were costly and impractical to process. Thus, foreign orders were not often favorably looked on, but thought of as an expensive interruption to domestic business.

This problem was rectified by having the engineering department prepare standand export specifications for all products. Data of this nature is also included in the firm's export manual.

Pricing was difficult as each order had to be computed separately as to type, specifications, crating and shipping. By organizing and keeping records of average costs and measurements, prices for all standard equipment were compiled.

Hoyt is now taking steps to introduce its new solvent reclaimer into South Africa and African markets. This should result in the opening of new export markets previously untapped by both Hoyt and other U.S. exporters.

U.S.-assisted nations now helping each other solve tax problems; IRS commitment remains strong

Internal Revenue Service program results in more efficient tax systems; newly-formed Inter-American tax units play big role

Some Central and South American nations, having made significant improvements in their tax systems with U.S. help, are today entering a second generation of foreign tax assistance—helping each other.

Under a program of technical assistance sponsored jointly by the U.S. Internal Revenue Service and the Agency for International Development, many free world countries have been streamlining their revenue administration structures.

Because of the U.S. commitment under the Alliance for Progress, the primary emphasis in tax administration assistance is directed at Latin America today. But these nations are developing their own capabilities and, indeed, the capacity to work with and help each other.

Chile offers courses

Chile already is offering a series of training courses for her sister republics. Organization of American States (OAS) tax administration teams are working with AID-IRS teams in some countries. The Inter-American Center of Tax Research, recently established in Buenos Aires by the OAS, will soon offer a series of interdisciplinary courses in taxation, including economics, law, and administration. And, of course, the two-year-old Inter-American Center of Tax Administrators (CIAT) is gradually assuming a larger and more significant role in the modernization process.

Sixty-one long-term IRS Foreign Tax Assistance Program advisors are at work in Argentina, Bolivia, Brazil, Chile, Colombia, Costa Rica, Dominican Republic, El Salvador, Guatemala, Nicaragua, Panama, Paraguay, Peru, Trinidad and Tobago, Uruguay, and the AID Regional Office for Central America. IRS advisers are also working with tax officials in the Philippines, Turkey, Korea, and South Viet-Nam.

Besides the on-site advisory teams, the program also offers foreign tax officials managerial training in the United States and technical training in many of the host countries. Last year 219 foreign tax officials from 58 countries took part in the training in the United States, making the total to date 1,693 participants from 94 countries.

Most of the IRS effort is conducted jointly with AID. IRS also provides technical support for modernization programs in developing countries which are financed by private foundations, the International Executive Service Corps, and by the host government itself.

As an outgrowth of these efforts, tax administration executives from most of the countries of the Americas two years ago created the Inter-American Center of Tax Administrators (CIAT). The central aim of the Center is to provide a forum where members can exchange ideas, share mutual problems, and ultimately, seek common solutions.

CIAT, with headquarters in Panama City, Panama, held its third General Assembly in Mexico City this spring, concentrating on planning for efficient tax administration. Delegates will meet in General Assembly again in April, in Montevideo, Uruguay.

In other activities, CIAT sponsored an intensive technical seminar in San Jose, Costa Rica, this year for Directors of Audit. A similar in-depth seminar is now planned on Automatic Data Processing. Also, CIAT published a monthly newsletter in Spanish and English.

A country-by-country review of the program's progress follows.

In **Bolivia,** collections, excluding customs, increased 25% in 1968—$36 million compared to $29 million in 1967—reflecting an 85% rise since 1964 when total collections were $20 million. Much of the increase resulted from a major foreign oil company's loss of its exempt status under tax incentive laws. However, even without the company's tax payments in 1968 the total collections still reflected an increase of about 12% over 1967, and a rise of 6% since 1964.

Although the number of employees in tax administration increased from 491 to 604, the cost of internal revenue tax administration per $100 collected in 1968 had dropped to $2.24, compared to $2.95 in 1964. Delinquency follow-ups in the La Paz area alone produced collections of $240,000 in 1968 at an estimated direct cost of $15,000 compared to $156,000 collected at an expense of $12,000 in 1967, $17,000 collected in 1966, and $9,000 in 1965.

The **Brazilian** revenue agency was reorganized in 1968—the separate departments of Income Tax, Internal Revenue, Collection, and Customs were merged into a single, functionally organized structure under the Secretary of Federal Receipts. The new setup promotes unified direction and close coordination for Brazil's revenue-producing activities.

Another significant reform was the creation of the Council for Planning and Improvement of Tax Administration, within the Ministry of Finance, to provide continuing leadership to a broad range of research into improving tax administration.

In early 1968 a Planning and Research Staff was established for high-level and long-range planning within the Office of the Secretary of Federal Receipts. This staff developed the 1968 work plan covering master taxpayer file operations, management controls for withholdings and collections, closing of delinquent accounts, extended audit activity, taxpayer relations and education. Income tax returns were simplified and, for the first time, made available to taxpayers free of charge.

Tax revenues for 1968 totaled $2.7 billion—up 26.5% over 1967.

In July 1968 a nationwide drive to identify non-filers was initiated to increase the tax rolls by about 600,000 taxpayers. By the end of February over 640,000 non-filers had been identified.

Major changes

Major reforms have been made in the **Chilean** tax administration. Audit activity was reorganized to include a field and office audit division, and guidelines were developed for selection of returns for audit. During 1968 an intensive audit program in the sales tax area was started, producing substantial additional assessments but, more importantly, revealing serious weaknesses in the overall audit effort and a significant compliance gap.

Chile was the first Latin American country in modern history to prosecute and imprison individual taxpayers for income tax fraud, and today has an impressive capability for developing fraud cases for trial.

Streamlined procedures are being in-

MORE THAN 200 FOREIGN TAX SPECIALISTS from 54 countries took part in tax administration training programs in the United States last year, bringing the total to 1,693 trainees from 94 countries since the program began. Above, Gene Chufax (l.), Director of the Internal Revenue Service's National Training Center in Washington, explains a programmed teaching machine to a group of foreign trainees at IRS headquarters.

stalled to speed-up the collection of tax revenues and the processing of tax documents. New procedures for effective collection of delinquent accounts have reduced the time required to enforce collection from as much as three years to an average of 66 days per case.

The Chilean automatic data processing system now includes a master taxpayer file developed around taxpayer identification numbers, with nationwide assignment of the new taxpayer identification numbers completed early this year.

Colombia's income tax revenues in 1968 increased 41%—from $155 million to $219 million. Income tax revenues in 1967 had risen 24% over 1966. Income tax provides nearly half of the central government's receipts.

In 1967 and 1968 Colombia enacted comprehensive changes in its tax laws aimed at reducing delays in enforcement, narrowing the scope of deductions and exemptions, consolidating the taxes on individual's income into a single schedule of rates, and requiring better record-keeping by taxpayers.

Withholding and filing of estimated tax declarations began in 1967, but in 1967 only 20% was withheld, in 1968 this was doubled, and in 1969 withholding and estimated tax payments have been increased to 60% of the tax due, with full withholding and 100% payment of estimated tax due in 1971.

Much of the 41% increase in income tax revenues in 1968 can be attributed to the boost in withholding and estimated tax rates to 40% in 1968, while revenue receipts from income, sales and excise taxes continued to show gains in the opening months of 1969.

Nearly 1.5 million tax returns were filed in 1968, an increase of 13% over 1967. Total employees in the National Tax Agency rose only 1.2%—from 3,971 to 4,020. The Colombian ADP effort has now progressed to the point where it is one of the most successful and productive among Latin American tax agencies.

In the **Dominican Republic** total collections of income tax for 1968 climbed 21% over 1966; income tax returns filed rose 19%; and improved systems produced a 50% increase in the collection of delinquent or past due accounts during the same period.

Gain of 108%

From 1966 to 1968, tax deficiencies assessed by auditors rose 108%. In 1968, ADP was used for the first time to select returns for audit. A training school now boasts 833 graduates from the 52 courses conducted so far. The tax agency is also training employers in procedures for withholding income tax on wages and salaries.

Guatemala successfully concluded an extensive audit reorganization in 1968, and improved procedures for selecting tax returns for examination. For the first time, auditors are receiving intensive training in tax law and audit techniques, and inspectors in departments outside of Guatemala City are examining tax returns —and audit deficiencies for 1968 were $1.2 million, compared to $764,000 in 1966, an increase of 51%. A property reappraisal project resulted in a 170% increase in assessable values during 1968.

Honduras marked the year with an 8% rise in audit production over 1966, and a 39% increase in additional tax recommended, while total income tax collections were up 45% over 1966.

In a major reorganization, the direct and indirect tax agencies were consolidated on Jan. 1, 1968, into one agency administering all taxes except customs.

Nicaragua has made progress in streamlining its tax administration agency, introducing new techniques, including a scientific classification and selection of returns for examination. An office audit group was organized in a move to attain high volume examinations, and an informal conference procedure was established to handle taxpayer protests.

A special drive on non-filers of sales

tax returns increased the number of taxpayers from 489 to 2,500 in a seven-month period last year.

The tax agency is making substantial gains in automating many processing and accounting functions, and the Government has moved vigorously to suppress corruption of tax officials.

Panama continues making record-breaking collections of revenues. Total collections, including non-tax revenues, hit a total of $119 million in 1968—up 6% over the 1967 record of $113 million.

Income tax collections showed the greatest gain in 1968, 9% over 1967, and reached $37 million. Total tax revenues rose 5% over 1967, to $92 million. This trend continued and improved during the first quarter of 1969, with tax revenues $1.5 million ahead of 1968, at $17.5 million. Income tax revenues alone at $4.5 million, were $813,000 higher than the first three months of 1968. Both income tax and total tax revenues are running ahead of the budget estimates for the first quarter of 1969.

In **Peru,** field audit of income tax returns in 1968 resulted in 614 million soles (about $14.5 million) additional tax and penalties imposed in 2,849 cases examined, as against 557 million soles (about $13 million) additional tax and penalties in 1,733 cases in 1967.

Taxpayers are numbered

A reorganization of the Directorate General of Revenues along functional lines has begun, and a property tax based on declared values was levied in December. The tax agency in 1968 began to register and assign permanent tax identification numbers to all taxpayers—an essential first step toward any effective computer installation.

In less than one month, over 280,000 individuals and 15,000 legal entities applied in the Lima-Callao area alone while another 70,000 individuals and 2,500 legal entities applied in the provinces—despite the fact that the average number of returns filed in the past two years has been 75,000 for individuals and 14,000 for legal entities.

The fraud squad closed 11 cases during the first eight months of 1968 and 16 employee misconduct cases were completed through July of 1968.

Taxpayer relations were given special attention in 1968, and along with radio and television programs and meetings between tax officials and civic groups, an exhibit "You and Your Taxes" was set up by the Tax Superintendency.

The **Trinidad and Tobago** program began in September 1968. A two-year plan for tax administration improvement has been adopted, including a reorganization, particularly in audit and collections.

Further, the processing system now uses ADP equipment, and an extensive taxpayer education campaign during the 1969 filing period contributed to a 128% jump in tax returns filed, with taxpayer assistance given in tax offices.

The enforcement program of the **Uruguayan** Income Tax Office continued to improve during 1968, with additional assessments from audit rising 38% over 1967.

Pa. Export Corps meets; State greets German optical plant

Governor to make Mission report; attended glass firm's opening

Pennsylvania's Governor Raymond P. Shafer will report on the recent State trade mission he led to South America at a luncheon of the Pennsylvania Export Corps Oct. 23 at the Bellevue-Stratford Hotel in Philadelphia.

Joining the Export Corps as luncheon sponsors are the Philadelphia and Pittsburgh Field Offices of the U.S. Department of Commerce, the Pennsylvania State Department of Commerce, Chambers of Commerce of the State, Philadelphia, Pittsburgh and Northeast Philadelphia, The Foreign Traders Association and the World Affairs Council, both of Philadelphia, the Delaware River Authority and the Delaware Valley Council, the Pennsylvania Manufacturers Association and the Governor's Committee of 100,000 Pennsylvanians.

Governor Shafer recently participated in another world trade event for the State, the formal opening of the Schott Optical Glass plant at Duryea, in the Scranton-Wilkes-Barre area. Location in Pennsylvania of this plant of a subsidiary of a major West German specialty glass maker is related to the State's drive to attract foreign investment.

Schott glass has been sold in the American market for more than 60 years. The management's decision to establish an American branch factory in 1967 for optical glass followed advice from the German Economics Ministry, which has been urging West German manufacturers to invest and produce in foreign countries wherever practical. At the same time, Schott's steady expansion in the North American market had created a need to expedite its deliveries and to intensify its technical services to U.S. customers.

These firms buy massive optical blanks from Schott for satellite tracking cameras and telescopes and aerospace reconnaissance; massive bubble chamber windows for nuclear research; hot pressed lens blanks and strips and gobs for commercial production items; blocks, slabs, cut discs and prisms including high-index glass types for critical image recording and transmission; solid glass color filters of rigidly controlled homogeneity and transmission characteristics as well as uniform mass-produced quantities of more prosaic optical glass components.

Replica of parent plant

The new factory is a smaller replica of the parent firm's optical glass production facility in Mainz, and it can be expanded to equal and even surpass the latter in output. It began limited production in July, and full production last month.

Jenaer Glaswerk Schott & Gen. was founded in Jena in 1884, by Dr. Otto Schott. Its present headquarters were established in Mainz in 1952, following the expropriation of the Jena facilities by Soviet occupation forces after the end of World War II. It is one of two operating divisions of the Carl Zeiss Foundation. Schott maintains an electronic components division in Landshut, Bavaria, and also participates in a number of other glass enterprises throughout Germany. Schott also participates in a number of glass making enterprises outside of West Germany—in Brazil, Spain and France. Schott's employs 12,000 people in its worldwide operations, and had a business turnover of $125 million in the year ending Sept. 30, 1969.

$63 million exhibition

A report cabled to Washington at the close of the U.S. Exhibition at NUCLEX 69 summarizing tallies from 38 exhibitors indicates that these firms expect to sign contracts for $63,600,000 worth of nuclear equipment, services and supplies in the next 12 months. Floor sales at the Oct. 6-11 show in Basel, Switzerland totaled $245,575. Full details will be reported in an upcoming issue of INTERNATIONAL COMMERCE.

Printing, binding, type-setting equipment will be featured in Paris next March

Rising labor costs spur French need for new, automated devices; in 1968, U.S. firms shared $6 million of $44.6 million market

Modernization and expansion of the French printing industry have added to the need for modern automated, high-speed printing, binding and typesetting equipment.

American manufacturers, seeking an opportunity to boost their sales in this market, are already reserving space in a U.S. Department of Commerce exhibition set for Mar. 17-20, 1970, at the new U.S. Trade Center in Paris. The Paris Trade Center, the Commerce Department's largest commercial showroom overseas, opens Nov. 17 with a laser equipment show. (See accompanying box on this page.)

This export promotion, to be staged by the Department's Bureau of International Commerce in cooperation with 30 U.S. companies, will bring buyers and sellers together through a market development campaign in France and neighboring countries. Paris-based buying agents for French-speaking Africa, who have expressed interest in U.S. printing and binding equipment, will also be invited to the show.

Rising costs

Faced with rising labor costs, the French printing and binding industry seeks the latest in mechanized equipment to increase productivity. Wage rates in the industry climbed 60% from 1966 through the first quarter of this year, according to recent Commerce market studies.

U.S. printing equipment is highly regarded in France, studies indicate, both for quality and post-sales servicing. French printers are interested in U.S. photo typesetting equipment, presensitized plates, automatic film developing, sheet-fed and web offset presses and automated binders.

French imports of printing and binding equipment totaled more than $44.6 million in 1968 with U.S. firms supplying more than $6 million worth. The Paris show next spring offers U.S. manufacturers of printing and book-binding equipment a good chance to increase their share of the growing French import market.

Promising products

The best sales prospects in the French market, as identified by Commerce studies, are for the following products:

► Printing Machinery: Business forms printing machines; web offset presses; advanced screen printing machines; automatic platemaking equipment; standard and computerized photo typesetting equipment; automated machines for sheet-fed multicolor offset printing.

► Bookbinding Equipment: Automated, high-speed gluing machines; wire stitching and folding machines; book-jacketing equipment; sheet counters; perfect binders; binding machinery; collating and inserting machines for books, magazines and business forms.

► Auxiliary Equipment: Automatic control equipment of all types, including densitometers and pH control meters; plastic plates for letter-press; offset plate processing machines; presensitized lithographic plates; automatic film processing equipment; ink pumps and agitators; tape perforating machines; automated color scanners.

France has about 24,000 printing establishments, mainly located in the Paris area and usually small. Total shipments by the French printing and publishing industries amount to about $2 billion annually.

Former U.S. shows

U.S. makers of printing and binding equipment have found buyers around the world by taking part in Commerce Department exhibitions. Thirty-four U.S. exhibitors in a printing and bookbinding equipment show at the Milan Trade Center in February 1967 report sharing in more than $1.4 million in first-year export business. Exhibitors also appointed 13 agents to handle their products on a long-term basis.

At a Tokyo Trade Center exhibition in July 1969, 30 exhibitors reported floor sales of $269,131, and forecast additional sales of about $3.1 million within a year. Four agents were signed during the show and eight agency/distributorship agreements were in the negotiating stages at the exhibition's close.

U.S. manufacturers interested in the Paris show next spring may obtain an exhibitors' export market guide IMIS 69-75 and more information from the U.S. Department of Commerce (BIC-946), Washington, D.C. 20230 (202-967-3822) or from any of the Department's 42 Field Offices.

Laser beam will open Paris Center

No ceremonious snip of the scissors will open the first exhibition at the new Paris Trade Center. Instead, the quiet light streak from a laser will part the official ribbon. The next day, Dr. Alfred Kastler, French Nobel Prize-winning laser pioneer, will open the first of the show's scientific sessions.

The seventh and largest U.S. Trade Center will open Nov. 17 for a five day laser equipment exhibition accompanied by a three day technical colloquium. For its opening show, the Bureau of International Commerce of the Department of Commerce is taking 36 exhibitors from nine states to France, displaying equipment for industrial and scientific uses.

The technical colloquium, according to Commerce officials, is shaping into one of the most important meetings on lasers ever held. Dr. Kastler, who will act as chairman of the first all day session, is a Member of the Faculty of Science at the University of Paris.

General chairman of the colloquium is Dr. Sergio Porto of the University of Southern California. Twenty speakers will represent the U.S. and a dozen others will participate from various European nations. Papers read by U.S. scientists will deal with industrial applications, while those presented by Europeans will mainly discuss the current status of lasers and laser technology.

$20 million forecast at computer show sets Frankfurt Trade Center record

September show attracts 1,880 registered visitors to displays of 44 U.S. manufacturers; symposium draws capacity crowds

GENERAL ECONOMICS' peripheral printer, top, causes comment while the microfiche viewer, bottom, attracts attention to the Datagraphix booth.

U.S. technology combined with a mushrooming market for computer communications equipment in Germany to set the stage for a record breaking exhibition at the Department of Commerce's U.S. Trade Center in Frankfurt.

Almost $20 million in sales are projected for the coming year by 44 U.S. manufacturers who participated through 37 representatives.

Floor orders written during the Sept. 22-26 exhibition total more than $1 million.

Nine exhibitors were seeking agents or distributors at the opening of the show; one was contracted by International Computer Programs (ICP) of Indianapolis and 38 were under consideration at the exhibition's close.

Two-day symposium

A two-day symposium organized from among the exhibitors, other U.S. companies and independent institutions attracted crowds of up to 400 to the 350 seat theater. ICP held an additional one-day executive seminar.

Predicting half the show's forecasted sales—$10 million—was Recognition Equipment, Inc. of Dallas. Displaying its bar code reader/sorter, the firm anticipates selling 10 units valued at $1 million each. In addition, Recognition Equipment turned over $300,000 in peripheral computer equipment to its German distributor for eventual resale to European firms.

Inforex of Waltham, Mass., entering exporting for the first time, is projecting sales over the next year of its key entry stations to reach $1 million.

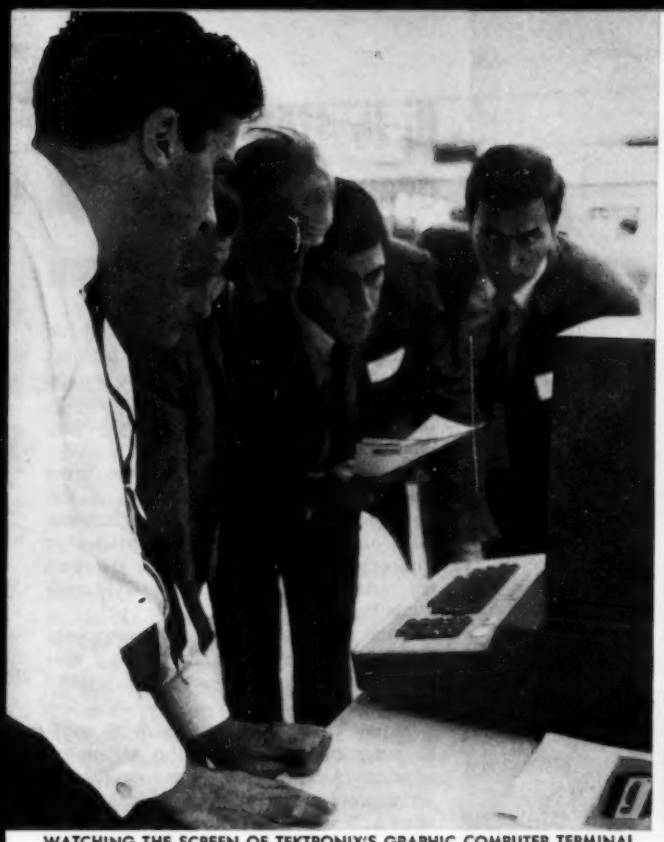
Results from this computer communications show so impressed officials of Astrocom Corp., St. Paul, entering the German market for the first time, that a decision to open a German sales office was made.

U.S. participants

Other participating firms are: Ampex International, Reading, England; Auerbach, Philadelphia; Automated Business

REVIEWING SPECIFICATIONS OF THE DIGITAL PLOTTER, left foreground, are prospective clients and E. Klevers, of California Computer Products, Inc.

The German representative of MAI International, right, demonstrates MAI's Model 2402 data transcriber on magnetic tape to three of the 1,800 visitors.



WATCHING THE SCREEN OF TEKTRONIX'S GRAPHIC COMPUTER TERMINAL, above left, are four business representatives and the Tektronix German representative from Cologne. Showing its hybrid digital plotter in Germany for the first time, Electronic Associates, Inc. officials, above right, describe their product. Several representatives of Tally Corp. discuss business at the firm's booth, below, in the Sept. 22-26 show which ended with over $1 million in floor orders.

Systems, Carlstadt, N.J.; Badger Meter Manufacturing Co., Milwaukee; Bedford Associates, Bedford, Mass.; California Computer Products, Inc., Anaheim, Calif.; California Instruments Corp., San Diego; Compat, Westbury, L.I.; Computek, Cambridge, Mass.; Computer Industries, Inc., Sherman Oaks, Calif.

Computer Link, Waltham, Mass.; Controls and Instruments GMBH, Frankfurt; Digital Development Corp., San Diego; Electronic Associates, Inc., West Long Branch, N.J.; General Economics Corp., Boston; Houston Instruments, Bellaire, Tex.; Kleinschmidt, Division, SMC, Deerfield, Ill.; MAI International GMBH, Frankfurt; Memorex Corp., Santa Clara, Calif.; Mohawk Data Science, New York.

Monitor Systems, Inc., Ft. Washington, Pa.; Photon, Inc., Wilmington, Mass.; Potter Instruments Co., Plainview, N.Y.; Remington Rand International, New York; Rixon Electronics, Silver Spring, Md.; Stromberg Datagraphix, Inc., San Diego; Tally, Ltd., Croydon, United Kingdom; Tektronix, Beaverton, Ore.; Teleprint GmbH, Frankfurt; Texas Instruments, Inc., Houston; Vermont Research, Springfield, Va.; Wang Laboratories, Tewksbury, Mass.

MORE THAN 3,100 VISITORS registered for the third hi-fi and stereo show at the Milan Trade Center, above. Pointing to turntable, an official, below left, examines his firm's product with trade visitor.

PORTABLE STEREO UNITS, such as the Zenith model above right, attracted much interest from visitors. The catalog library, below, provided information on other U.S. products and innovations not displayed.

Hi-fi, stereo display draws 3,100 visitors to Milan Center

More than 3,100 visitors registered for the third Milan Trade Center exhibition of high fidelity and stereophonic equipment Sept. 7-11. Twenty-six U.S. manufacturers mounted displays ranging from loudspeakers to tuners and splicers.

Lear Jet Stereo, Inc. lead the firms with the largest sales projections of the show—$600,000. The Detroit manufacturer of car stereo devices indicates that future sales will be made to its overseas representative in Italy, Magneti Marelli Viale Italia of Milan.

Total sales estimates for the next year based on the show are almost $1.7 million. Floor orders reached approximately $103,000.

Seven U.S. firms were seeking overseas agreements through the Milan exhibition. Although no agents or distributors were reported signed during the show, 20 were under review at its close.

Italy's third Salone della Musica, held on the Milan Fair Grounds, coincided with the American show.

Participants not listed above include: Acoustic Research International, Cambridge, Mass.; Altec Lansing, Division, LTV Ling Altec, Inc., Anaheim, Calif.; Ampex International, Redwood City, Calif.; Automatic Radio International, Melrose, Mass.; Billboard Publications, Inc., New York; High Fidelity & Stereo International Magazines, New York; Delrama International, New York representing Marantz Co., Inc., Sun Valley, Calif. and Grado Laboratories, Inc., Brooklyn; Dynaco, Inc., Philadelphia; Elpa Marketing Industries Inc., New Hyde Park, N.Y.; Empire Scientific Corp., Garden City, N.Y.; Fisher Radio International, Inc., Long Island City, N.Y.; General Electric Co., Louisville, Ky.

Harman-Kardon, Inc., Plainview, N.Y.; James B. Lansing Sound, Inc., Los Angeles; Heath Co., International Division, Benton Harbor, Mich.; Klipsch & Associates Inc., Hope, Ark.; KLH Research & Development Corp., Cambridge, Mass.; Koss Electronics, Inc., Milwaukee; Motorola Automotive Products, Franklin Park, Ill.; Packard Bell Electronics, Los Angeles; H. H. Scott, Inc., Maynard, Mass.; Shure Brothers, Inc., Evanston, Ill.; Singer Products Co., Inc., New York; Zenith Radio Corp., Chicago; Royal Sound Co., Inc., Freeport, N.Y.

42 U.S. companies exhibit in Izmir; many set for Ankara

For the 12th time in 13 years, a U.S. exhibition of general industrial equipment was mounted at the Izmir International Fair in Izmir, Turkey. This year 42 U.S. firms had their displays in the U.S. pavilion Aug. 20-Sept. 20.

Sales for the U.S. firms are expected to reach $625,000, or a major part of the $676,000 allocated to the U.S. by the Turkish government as the special import quota for exhibition. An additional $200,000 in sales was reported by two of the U.S. exhibitors who maintained outside displays for their machinery.

In addition to company displays, film highlights of the Apollo 11 flight were shown and proved to be the biggest drawing card of the 38th annual fair at which there were more than 40 national pavilions.

Following Izmir, several firms will participate in a follow-on exhibition in Ankara, Turkey—TURKEX '69. Scheduled for Nov. 11-15, this show will include a broader range of products including communications equipment, earth moving machinery and business machines.

Some of the firms from Izmir now signed for TURKEX include Friden Inc., San Leandro, Calif.; Remington Rand International, N.Y.; Minnesota Mining and Manufacturing, St. Paul; Ampex, Redwood City, Calif.; Bendix, Detroit; Wisconsin Motor Corp., Milwaukee.

Standards Institute to study metrication at annual meet

The effects of standardization and metrication on world trade will be among the subjects discussed at the American National Standards Institute's 51st annual meeting at the Statler Hilton Hotel in Detroit, Nov. 19-21.

Dr. Myron Tribus, Assistant Secretary of Commerce for Science and Technology, will speak on "The Standardization Dilemma" at a luncheon session on Nov. 20. A banquet on Nov. 20 will honor Dr. Allen V. Astin, recently retired Director of the National Bureau of Standards, and will welcome the new Director, Dr. Lewis M. Branscomb. The Standards Institute President Dr. Francis L. LaQue will report on the Institute's accomplishments in 1969 and describe its future goals and programs at a luncheon on Nov. 21.

The following questions will be discussed at a morning session on Nov. 20: Are standards barriers or aids to commerce and trade? How do standardization and metrication affect national and international markets?

Speakers on these questions include Louis F. Polk, President, Louis F. Polk, Inc., and Chairman of the recently formed Metric System Study Advisory Panel that serves in an advisory capacity to Secretary of Commerce Stans, the Director of the National Bureau of Standards, and the Metric System Study Group.

Contact: American National Standards Institute, 1430 Broadway, New York, N.Y. 10018.

German IGEDO fashion shows set

American exporters of women's and girls' apparel are invited to participate in the four International Sales and Fashion Weeks (IGEDO) at the Duesseldorf Fair Grounds in Duesseldorf. Dates of the four 1970 exhibitions are Mar. 15-18, Apr. 26-30, Sept. 13-16 and Oct. 25-29.

Participation in each fair exceeds 1,000 exhibitors of which approximately 17% are non-German. The four to five day trade fairs usually attract an average of 17,000 buyers and retailers and have been held since 1949.

Results from the 1969 events indicate that U.S. manufacturers may find the most promising products for export in the following categories: ladies' jersey cocktail and evening dresses, coats, suits and slacks; knitwear, rainwear; lingerie; sportswear; bathing suits; teenage fashions and baby garments.

Boutique International, held for the fifth time in April, has been added to the April and October fairs. Manufacturers of high-fashion garments display their goods in a special area of the exhibition.

The complete report of the U.S. Consulate in Duesseldorf about the four fairs is available upon request from the U.S. Department of Commerce, Office of Textiles, Trade Development Branch, Rm. 5026, Washington, D.C. 20230. (202-967-5238). The exhibitors' application deadline is three months prior to the opening date.

Fairs are organized by IGEDO, International Modemesse GmbH 28 Freiligrathstrasse, 4, Duesseldorf, Germany. IGEDO's U.S. representative is the German American Chamber of Commerce, Inc., 666 Fifth Ave., New York, N.Y.

EXHIBITION BRIEFS *WORLDWIDE*

INTERNATIONAL PLASTICS EXHIBITION, London, June 18-27. More than 6,500 different items were displayed at INTERPLAS '69 by 667 firms from 18 countries. Twenty U.S. firms exhibiting chemicals, materials, process machinery, equipment for control and finished plastic goods were represented. More than 120,000 visitors, including 13,000 overseas officials, attended the exhibition. Next show, 1971.

DJAKARTA FAIR, Djakarta, Indonesia, June 14-Aug. 23. Twelve U.S. firms mounted displays in the U.S. pavilion at Djakarta which was visited by more than one million persons. An Apollo space exhibit including live radio coverage of the moon flight and information on the entire space program was displayed. The U.S. Information Service was in charge of the U.S. exhibits. IBM, Pan American World Airways, Esso Eastern Chemical, Union Carbide and several financial institutions were at Djakarta. Dates for the next show are not available.

ELECTRONICA '69, Copenhagen, Aug. 22-31. Sponsored by the Electronics Manufacturers' Association, the exhibition drew 130,000 visitors including 40,000 registered trade representatives. Approximately 100 participants representing 700 foreign manufacturers were present; 80 U.S. companies represented through foreign affiliates, agents and distributors displayed entertainment equipment such as radios, televisions and phonographs, and electronics equipment including measuring devices, communications equipment and data processing equipment. A working television studio and demonstrations of stereo sound reproduction equipment were considered the most popular displays of the exhibition. Dates for the next show are not available.

ELECTRONICS INDUSTRIES EXHIBITION, Singapore, Aug. 5-17. The Singapore show featured displays by 17 firms, mainly American, which presently produce and assemble electronics components or products in Singapore. The show gave the public an opportunity to view modern trends in electronics. U.S. companies participating included Texas Instruments, Litton Industries, Vernitron and National Semiconductors. A special display at the exhibition featured job opportunities in electronics. Dates for the next show are not available.

Thermal instruments drew 34 U.S. firms to London Center

Exhibitors anticipate $1.7 million in additional orders for next year

Thirty-four U.S. manufacturers represented through 28 exhibitors, mounted displays in the Sept. 22-26 London Trade Center exhibition of thermal instruments.

Projected sales at the show for the coming year are forecast at more than $1.7 million. Orders written during the show amounted to $37,000.

Accounting for the largest share of the sales was World Automation, Inc., Fairport, N.Y., which wrote $12,000 in floor orders and is estimating $520,000 in additional sales over the next 12 months.

Seven companies were seeking overseas representatives at the start of the exhibition. Greyard Corp., Princeton, N.J. and Thermometer Corp. of America, Springfield, Ohio, signed agents; five candidates are still under consideration. Attendance for the exhibition reached 776.

New-to-market firms

Four firms entering the British market for the first time reported outstanding sales of their equipment. Tylan Corp., Torrence, Calif., displaying various resistance temperature transducers and surface temperature sensors is anticipating $250,000 in orders for the next 12 months.

Infrared Control Systems & Service Co., Covina, Calif., wrote $5,000 in immediate orders and is projecting $150,000 in additional yearly sales. Radiation thermometers dominated their displays. Reporting $100,000 in future sales was Ryan Instruments, Inc. of Seattle which exhibited recording thermometers.

Selling $2,500 from the floor and estimating $40,000 in yearly sales was Greyard which also entered exporting for the first time through this show. Greyard displayed heat transfer gages and enthalpy probes.

U.S. exhibitors

Other exhibitors include: American Standard, International Export Division, New York; Amprobe Instrument Division, SOS Consolidated, Inc., Lynbrook, N.Y.; Barnes Engineering Co., Stamford, Conn.; Cahn Division, Ventron Instruments Corp., Paramont, Calif.; Dynatech R/D Co., Cambridge, Mass.; Fisher Scientific Co., Pittsburgh; Heat Technology Laboratory, Inc., Huntsville, Ala.; Hypertherm, Inc., Hanover, N.H.; Ircon International, Inc., Niles, Ill.; Lansing Research Corp., Ithaca, N.Y.; A. Levermore & Co., Ltd. of London, representing William Wahl Corp., Santa Monica, Calif.; Rayteck, Inc., Mountain View, Calif.; Minco Products, Inc., Minneapolis; Markal Co., Chicago.

The Lewis Engineering Co., Naugatuck, Conn.; Micro Devices Corp., Dayton; Microwave International Corp., Stamford; Perkin-Elmer Corp., Norwald, Conn.; Research, Inc., Minneapolis; Tempil Division, New York; Thermo Electric, Saddle Brook, N.J.; Technical Equipment Corp., Denver; Tracor, Inc., Austin, Tex.

THERMAL CONDUCTIVITY MEASURING SYSTEMS are disp'ayed by Dynatech R/D, above, to interested British businessmen. An official of Amprobe Instruments, below, conducts a product demonstration.

INTRODUCING RECORDING THERMOGRAPHS is the British market, below, is Ryan Instruments' president A. R. Taylor. The exhibition marked Ryan's first appearance in the United Kingdom market area.

Malaysia sparks interest

Commercial outlook has seldom been better; civil unrest seems to be surmounted

By CORNELIS J. H. GOINGA
Commercial Officer
U.S. Embassy, Kuala Lumpur

Since the establishment of Malaysia in 1963, the country has increasingly become the focal point for many foreign businessmen, industrialists, financiers, civil engineering firms and others interested in expanding their trade, investment and services abroad.

GOINGA

Malaysia has for years enjoyed a sound economy with a most favorable balance of trade, an attractive investment climate, and a high standard of living, and has a reputation for pursuing carefully planned economic development programs.

In the early days when Malaysia was not yet "discovered" by the foreign commercial and industrial communities, the country infrequently appeared on itineraries of American businessmen travelling Asia. Now a visit to Kuala Lumpur, the capital of Malaysia, as well as some of the other cities in the country has become a must and is more or less standard procedure for American business visitors representing many fields.

Malaysia, like so many other developing and also developed countries, had a taste of violence during its May 13, 1969 disturbances.

Conditions in Malaysia have, in general, returned to normal and the country is well on its way to removing any tarnish which may temporarily have dulled their economic progress. Malaysia has plenty of wealth and natural resources and it has the collective will to survive.

The economic situation of the country has seldom been better. West Malaysian imports for the first six months of 1969 amounted to M$1,264 million (US$1.00 = M$3.04)—a slight decline by contrast with the same period last year. Exports, however, amounted to M$1,813 million, an increase of more than M$300 million.

The improvement in export earnings was due in part to increased volume: rubber exports for the first six months totaled 590,747 tons, tin and tin concentrates 44,136 tons and palm oil 138,190 tons. However, the main factor has been an increase in prices resulting from steady demand for rubber by the United States, Communist China and the Soviet Union, and U.S. and Japanese demand for tin.

Malaysia's best customers were still the United States and Singapore. Japan for the first time replaced the United Kingdom as the main supplier of goods to Malaysia.

Economic problems

The encouraging performance of the Malaysian economy in the face of difficult times has, however, also demonstrated where the weaknesses are most pronounced. Two of the most important are price fluctuations for major export commodities which have a very direct impact on domestic investments; and the failure to provide enough employment opportunities.

There are many facts in the current situation which suggest that development has to proceed farther and faster before the fruits of the development effort are rich enough to give all Malaysians a better and more secure life.

Unemployment, particularly among the younger age groups, is serious in some places. The fall in the price of rubber over many years—until its recent recovery—seriously affected the livelihood of a vast number of families on smallholdings and retarded the economic improvements for those working on estates. The rapidly increasing population has in some states, such as Penang and Malacca, run up against the physical limits of arable and available land. Economic development has brought about social change and uprooted the traditional life; many families have had to move their homes to new communities where new land is being developed; many have migrated to the urban area; all have not achieved the hoped-for and better life. These are real problems, very serious indeed to a great many people, and a challenge to the inventiveness and determination of the country's political, economic, social and academic leaders.

But there are also many indications of greater strength building up in the economy, of modernization of economic and social life, of wider effective choice and opportunities for the people.

During the last several years, the resilience of the economy has been put to test by the demands on resources created by the Confrontation with Indonesia and the dramatic drop in the price of rubber, palm oil and tin. These tests, particularly the international price falls, have been really severe on the economy in terms of foreign exchange, public finance, real national income and employment. And yet, the economy has continued to grow in terms of real output by over 5% per year. This indicates the strength of the underlying forces for growth in the economy and of the variety of economic opportunities still unexploited in Malaysia.

The Malaysian economy is heavily dependent on the outside world as a market for raw materials and as a source of supply of goods and services to supplement domestic consumption and investment needs. In this connection, the economic well-being of Malaysia depends significantly, on the terms of trade. Hopefully, the outlook for international commodity markets for the next few years will be better than in the immediate past.

Want specialized services

Specialized services from abroad will also be sought on an increasing scale for many new industries and projects already in the early stages of development or still under consideration.

Two leading American oil companies, Esso and Continental, were granted the rights for offshore oil exploration for the entire east coast of West Malaysia. Esso with 28,000 square miles in the northern part has completed its initial geophysical survey and is now engaged in drilling. Continental has 24,000 square miles in the southern half and will complete its surveys shortly. Both companies appear optimistic about finding oil and have announced that the surveys had not been discouraging in any way.

Along the entire west coast off West Malaysia in the Straits of Malacca, three American companies—Mobil Oil, Gulf and Amoco—were granted provisional rights for offshore oil exploration. Amer-

INTEREST IN U.S. PRODUCTS IS HIGH in Malaysia, judging from attendance at American trade promotion events. This Kuala Lumpur housewife has her pick of several U.S. brands at her supermarket.

ican oil companies are also exploring the possibilities of oil concessions in East Malaysia.

The Malaysian Government is soliciting foreign services and joint venture arrangements for developing tourist complexes in Malaysia. A Canadian firm recently signed a contract for services to be rendered in connection with a $10 million integrated timber complex in the State of Pahang. It will help a local company set up the complex and train Malaysians to take over in four years.

Despite the fact that agriculture is the mainstay of the economy, Malaysia has still millions of acres of good arable and productive land for development. Foreign assistance is welcomed in establishing large scale tapioca, sago, banana, pineapple, sugar cane plantations and other agricultural developments on commercial scale.

The flow of American businessmen exploring Malaysian trade, financial, engineering and investment potential, which was only briefly interrupted during the month of May, quickly returned to normal and is expected to increase as U.S. businessmen continue to discover attractive business opportunities in Malaysia. The U.S. is maintaining her position as principal foreign investor in Malaysian pioneer industries and an increase of U.S. capital for industrial development in this country may be expected in the next few years.

Although Malaysian industry has come a long way in the last decade, it still has far to go. However, a solid base is being laid for development—both in size and sophistication. When the country started industrialization, emphasis was placed on light industries manufacturing consumer goods; over the years it has moved from light to medium and from medium to even heavy industries.

The Malaysian Government encourages foreign investment, not only to obtain foreign exchange—it has a very liberal foreign exchange policy permitting transfer of earnings to non-sterling areas—but also to gain technical guidance. The government's policy wants foreign investments to be on a joint venture basis with local participation.

Will pursue business

Over the years Malaysia has learned that industrial development and investment promotion are a highly competitive business, inevitably facing stiff competition from other countries in Southeast Asia and even the rest of Asia. To achieve worthwhile success, Malaysia realizes that she can no longer wait for business to come as in the past, but must now go out and get business, using high pressure and aggressive tactics.

In order to fulfil this objective a new organization—the Capital Investment Committee—has been set up. This Committee is now considering ways and means of accelerating the country's industrial program. The Committee has also streamlined the machinery of implementation and procedures, which in the past was frequently termed by foreign potential investors as inefficient and frustrating.

A new strategy has been developed. Where the government has always relied on the initiative of private firms to carry out investment and establish industries, it will now identify feasible projects and conduct promotion drives to develop Malaysian as well as foreign participation.

The government will take the initiative in industrialization and, if necessary, will participate in the establishment of industries either by itself or in joint venture with private interests, both local and foreign. The participation by the government will enable it to give new direction and to influence the employment policies of these industries so that they reflect from top to bottom the multi-racial composition of the country.

The government also intends to give incentives for the diversion of industries to smaller towns—to the east coast States of West Malaysia and to East Malaysia, particularly the economically depressed areas. In the past, industrial development has taken place in the larger towns, like Kuala Lumpur, Ipoh, Taiping and Penang. Now, by taking steps to disperse industries to other parts of the country, job opportunities will spread to these areas.

Malaysia's leaders are convinced that there are vast potentials for viable industries which can be located in the smaller towns and private job opportunities to the people living in those areas.

The government's accelerating industrial program will in no way interfere with its present policy of encouraging free enterprise. After providing the necessary infrastructure facilities and incentives, it will depend primarily on private businessmen to make their investment decisions in the context of the free interplay of market forces.

In addition to its exports of rubber, tin and palm oil, the final item among major exports is timber. This is not only the most promising export possibility of the 1970s, but also considered to be the most reliable spearhead into manufacturing exports. Timber exports have increased rapidly during the last years, in fact in 1969—or more likely in 1970—timber may replace tin as the number two export of Malaysia. Apparently, this increase has been rather unexpected. The 1970 target of timber export value of the First Malaysia Plan was reached in 1966 and the actual 1970 figure may turn out to be almost double the targeted value.

There has been an increasing interest

on the part of American timber buyers in Malaysian timber—as a matter of fact, many are only now discovering that Malaysia has plenty of first-class timber.

The government encourages the establishment and expansion of wood-based factories in order that all raw material from the forests eventually be processed locally before it is exported to foreign markets. The timber processing industry is concentrated mainly on saw-milling, which is a well developed industry with 437 sawmills scattered over West Malaysia, as well as the manufacture of veneer and plywood.

The plywood and veneer industry came into prominence during the last few years, helped by the rising demand from foreign markets. Although well established with 14 factories producing plywood and veneer to meet the local and export demand, an increasing number of factories are being set up.

The timber industry is hopeful that new foreign markets will eventually be developed for lesser known species as a mixture, since individually they are not available in the quantities required. This may prove rewarding to the buyer in that it is possible to purchase at a cheaper price mixture of lesser known species of more or less similar properties.

The expansion of this export trade has created the need for an organization to integrate measures of promotion and control. The Malaysian Timber Export Industry Board was established last year.

There is plenty of Malaysian capital for private investment. Foreign exchange reserves have been rising steadily and although it is acknowledged that the rise in rubber prices has brought a welcome addition to the reserves, this is not believed to be the principal reason. Buoyancy in the price of other main export commodities is also considered an important factor.

Public share issues by government and private companies in Malaysia are continually being heavily oversubscribed. In June this year, Min Nagi Knitting Factory's public issue of 950,000 dollar shares was oversubscribed by 25 times.

Customs Journal on hand

A recently-released International Customs Journal (PB 185 700) on Malaysia is available for $3 (65 cents for microfiche) from the Clearinghouse for Federal Scientific and Technical Information, U.S. Dept. of Commerce, Springfield, Va. 22151 (Attn. Code 410.11).

However, what the country is short of is technological skills.

A remarkable economic growth was achieved in 1968 due not only to increased exports, but to increased domestic activity sector, particularly in the manufacturing, construction and service industries. GNP growth of 5% at current prices exceeded the First Malaysia Plan target growth rate of 4.4% a year and the World Bank estimate of 4%. In terms of physical output, growth during the year was as much as 8.4%

Despite their increasing interest, American firms continue to lose out on excellent trade, engineering and investment opportunities to more eager foreign competitors. U.S. products are actually no more expensive than those of its competitors, considering the high quality and length of life.

Good chances for U.S.

Excellent opportunities exist in Malaysia for the sale of American industrial and agricultural machinery and equipment, road building and earth-moving equipment and a large variety of consumer goods. However, we too frequently lose out on many large purchases in these fields—especially when on a tender basis.

Many American engineering firms have shown keen interest in the various projects scheduled under the Malaysian Five-Year Economic Development Program. Still, they are not sufficiently successful in being awarded contracts for large projects such as sea and airport expansions; hydro-electric and irrigation projects; land development and other schemes. Only recently the contract for the building of an earth satellite station—where American firms were firmly in the running—went to a competitive country.

Although the United States is an important foreign investor in the industrial field, American firms are believed to be unnecessarily cautious in finalizing their investment plans, thereby losing out on attractive opportunities.

Perhaps the American inability to break firmly into this market should call for a change in strategy on the part of U.S. businessmen, industrialists, engineers and bankers and financial institutions. Competition is stiff and can only be matched by salesmanship; more favorable finance terms and the offering of technical know-how for which the United States is highly respected and favorably known. Malaysian buyers—government as well as private sector—are interested in seeing equipment in operation and actually handling it. One answer may be exhibition of equipment.

The first USSR three-week Trade Fair was opened in Kuala Lumpur on Sept. 23. Since establishing trade relations with Malaysia the Russians have sent several high level trade missions to this country, the last one personally headed by the Minister of Foreign Trade.

Other recent foreign trade promotions in Kuala Lumpur have been a British Engineering Week including seminar which drew around 2,000 people; two Australian exhibits displaying technical equipment and hospital equipment, respectively; and food and consumer product shows sponsored by Italy, France, Australia and Denmark.

A U.S. exposition was held in Kuala Lumpur on Sept. 26-27 as part of a mobile electronic scientific instruments exposition. Malaysian interest—government as well as business—in American equipment and techniques is well demonstrated by the unusually large attendance at the various exhibitions and seminars held at the U.S. Trade Center in Bangkok. To mention a few, the Cargo Handling Equipment, Data Processing Equipment and Furniture Equipment shows were extensively visited by Malaysians. The Furniture Show drew representatives of 65 Malaysian firms and government departments travelling at their own expense. Nothing else could more sincerely display the Malaysian interest in American equipment and their desire to learn about U.S. equipment and technical know-how.

MANY U.S. ENGINEERING FIRMS are interested in projects scheduled in the latest Malaysian Development Plan. Here, workmen build a spillway at the Cameron Highlands Hydroelectric Project.

Korea GNP may rise 15%

Record growth year in store if rice crop is good and industrial output continues strong

Korea is on the way to realizing another year of outstanding growth with real gross national product expected to increase by 15% or more. The semi-annual Economic Trends Report from the U.S. Embassy in Seoul points out that this would be even greater than the record GNP growth of 13.4% in 1966 and the 13.3% increase in 1968.

One of the dynamic variables affecting this year's economic outlook is the rice harvest in November which could account for about 3.0% of growth in GNP. Achievement of high growth in 1969 also depends on a continuation of last year's high rate of growth in industry, particularly manufacturing. Output in manufacturing is lagging somewhat behind the 1968 rate of increase but the production index is nevertheless 23.3% higher in the first half of this year compared with the first half of 1968.

Total imports in the first half of this year were $787 million (cif), 20.9% more than in the first half of 1968, but imports from the United States were $208 million, a decline of 6.3%. There was a decrease in the commercial category of imports from the United States, partly because of the long dock strike at Atlantic and Gulf ports which began in late December and was not completely settled until mid-April.

U.S. firms can increase their level of exports to Korea. Success will require recognition of opportunities, close attention, physical presence of well-informed business representatives and maintenance of good service facilities.

One opportunity now in the planning stage is a "free export zone" at Masan on the south coast of Korea for which foreign investment and technology will be sought. This project is described more fully on page 27. U.S. firms would be well advised to bear this planned development in mind and look into it closely in the next few months after passage of the required legislation.

Expanding young market

The domestic demand for durable consumer goods is booming and is likely to continue at a high level commensurate with increasing population and personal incomes. Beginning in 1970 and continuing for each of the following four years about 950,000 persons will reach age 15 and about 700,000 will reach age 20. In 1970, 3.4 million, 10.7% of Korea's total population, will range from 15 to 19 years of age and 8.5 million, or 26.7%, will range from 15 to 29 years of age.

The demand for construction equipment should maintain its present high level in view of industrial expansion and a plethora of infrastructure projects. The burgeoning number of new commercial firms will require considerable office and accounting record equipment.

Machinery and transport equipment imports totaled $224 million in the first five months of 1969, an increase of 17.2% over the same period of 1968. This category accounted for about 35% of all imports in each of those periods.

Korea's merchandise export target for 1969 is a 40% increase over 1968. Comparing export totals in the first half of 1969 with corresponding periods of previous years, the goal of $638 million is possible of achievement ($700 million if letter of credit arrivals are included). Assuming a 36% increase in exports this year, Korea will have had an annual export growth rate of 39% in the five years through 1969.

On the other hand, commodity imports have increased more rapidly, both absolutely and proportionately, than commodity exports. The trade deficit has grown progressively worse since 1965 when it was $245 million through 1968 when it reached $867 million.

However, 1969 may witness a decline in the rate of annual increase in the deficit. The present outlook is for a trade deficit of about $985 million this year, an increase of "only" $118 million over the deficit in 1968. As in previous years, net invisible services, net transfer receipts, and particularly net capital receipts will offset the large trade deficit and increase the level of foreign exchange holdings. The anticipated increase of $332 million in total (cif) imports in 1969 is significantly less than the $472 million increase in 1968 and will be only a 22.6% increase in 1969 compared to a 47.4% increase in 1968.

Information just released indicates that direct investment arrivals in 1968 totaled $16.9 million, of which $10.5 million was from the United States. Cumulative direct investment arrivals through 1968 were $55.3 million, of which the U.S. cumulative share was $44.3 million, or 83%.

Last year finally witnessed an awakening of Japanese investment interest in Korea. Prior to 1968, approvals of Japanese investment (excluding Koreans in Japan) amounted to only $392,000. In 1968, approvals were $2.02 million and in the first half of 1969 approvals totaled $6.36 million. The latter figure was one-third of total approvals in the first half of 1969 and exceeded approvals from any other source. In addition to the invest-

SEOUL IS KOREA'S commercial and government center. This view shows bustling activity there.

Market ranks high

Among less developed countries, Korea's imports of $1,468 million (cif) in 1968 ranked sixth on a world-wide basis, fourth among Asian countries (including India), and third in East Asia (after Hong Kong and Singapore).

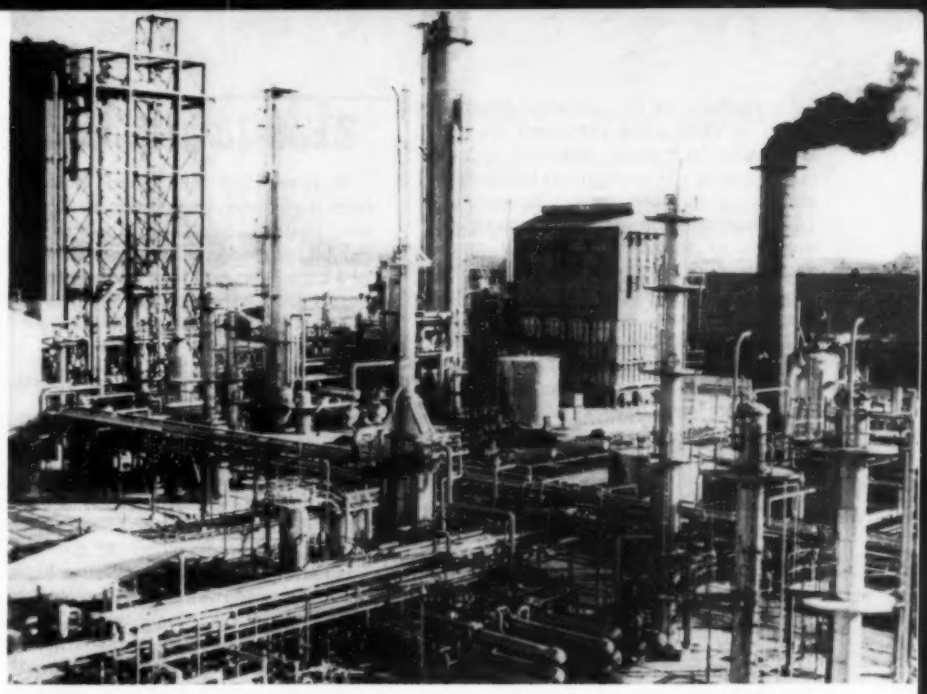
The Third Five Year Plan aims at holding imports to $3,600 million in 1976. Double the estimated imports in 1969, the $3.6 billion target represents an 11.6% annual growth rate. Import performance to date places Korea in the forefront of the non-industrial countries as a market for free world goods.

ments approved from the Japanese, $3.13 million from Koreans resident in Japan was also approved in the first half of 1969.

The presence in Seoul of branches of three leading U.S. banks is an important source of assistance for American firms operating in Korea. Also, the U.S. Agency for International Development provides a possible source of finance for those firms whose projects can qualify.

U.S. legislation has been introduced to establish the Overseas Private Investment Corporation (OPIC). This corporation, as proposed, is designed to operate U.S. Government incentive programs for the investment of American private capital and know-how in developing countries.

Korea's Foreign Capital Inducement Law provides for unlimited remittance of profits, certain tax and customs exemptions, repatriation of principal at a 20% annual rate after two years of operation, and encouragement of joint ventures with the alternative possibility of 100% foreign ownership.



FERTILIZER PLANTS, such as this one in Ulsan, are the backbone of Korea's chemical industry. Additional chemical plants are among many industrial facilities now being constructed; several involve U.S. investment.

Prices move up steadily

The remarkable growth in the Korean economy has been accompanied by a fairly constant annual level of inflation. Average wholesale prices during the first six months of 1969 were 6.6% higher than in the corresponding period of 1968. This represents improvement compared with the first six months of 1968 when they were up 9.0%. On the basis of previous years marked by above average grain harvests, the average wholesale price level increase in 1969 should be about 8.0%, the same increase as occurred in full year 1968.

Seoul retail prices in the first six months of 1969 were 9.3% higher than in the corresponding period of 1968 and, assuming recurrence of the pattern of previous years, the average increase in full year 1969 will probably be less than the 11.1% rise in 1968.

The level of private consumption expenditures in Korea has shown a favorable downward trend in terms of ratio to total GNP and to annual GNP growth. Private consumption expenditure in 1967 was 76.5% of GNP. It decreased to 73.8% in 1968 and present estimates are for a further decrease in 1969.

Building permits for new construction in Korea's principal cities in the first half of 1969 are down slightly (2.25%) from the record high of the corresponding period in 1968. However, unit construction established a new record, with total floor area 19.25% more than in the first six months of 1968.

The 1,832 newly established corporations in 1968 was a record high number, exceeding 1966 by 10.4%. Although the 644 new manufacturing corporations were slightly less than in 1967, their capitalization was 15.5% more. Growth was most significant in machinery (88 corporations) plus electrical machinery, apparatus and appliances (44 corporations) and textile firms (78 corporations).

An approximately equal corporate growth occurred in the commercial sector with 622 new corporations. The composition of new commercial firms indicates a marked two-year trend away from foreign trade and banking, insurance, and real estate. However, the steady increase over three years in wholesale and retail trade corporations exploded in 1968, with 418 new firms, compared with 147 new firms in 1967.

Official statistics indicate that unemployment in the past five years has dropped from 7.7% to 5.1%. Average monthly individual earnings of production workers in manufacturing was 8,400 Won ($30.36) in 1968 for slightly more than 25 work days. This represents an increase of 26.5% over 1967 and increases approaching this level are expected to be actively sought in subsequent years.

Capital inflow in the form of loans through July totaled about $338 million, of which about $63 million were so-called cash loans representing money borrowed to cover domestic expenditures. In conventional finance terminology, these cash loans represent working capital in local currency. A major incentive for foreign borrowing is the less onerous interest rate compared to the 24.0% prime interest rate on local currency borrowing.

The $63 million cash loans received represent about 50% of total cash loans approved for receipt in 1969. Actual receipt in 1969 of all approved cash loans will add W36 billion (equivalent of $126 million) to the money supply by year end. The injection of cash loans plus other stimuli to total money supply could result in a substantial excess over the agreed year-end money supply ceiling.

The large and increasing level of borrowing from overseas sources reflects (1) suppliers' and financiers' confidence in the strength and prospects of the economy, (2) competition among foreign suppliers

Promising prospects

Increased U.S. commercial exports to Korea are especially promising for non-electric and electric machinery, apparatus and appliances, and miscellaneous manufactured articles. Sales possibilities are also good for pulp, chemical elements and compounds, medicinal and pharmaceutical preparations, plastic materials, chemical materials and products, paper and paper products, textile yarn, sanitary plumbing, heating and lighting fixtures, and professional scientific controlling instruments.

for a foothold in the industrial structure, which is undergoing expansion to serve the country's growing domestic and export markets, (3) recognition by the Government of the need for development, and (4) determination of Government and business to achieve development targets without nationalistic restraints that would impede foreign participation and retard national progress.

Nevertheless, the injection of foreign loans does contribute to inflation and, if unchecked, could pose serious problems. The most immediate inflationary effect arises from cash loans which increase the money supply. In addition, the resulting inflation could adversely affect the level of domestic savings, particularly private savings at banking institutions. Finally, failure to check inflationary factors could erode Korea's ability to compete effectively with other suppliers for foreign markets and thus decrease the level of vital export earnings.

Inflationary factors that marked 1968 and previous years are continuing. To a large extent these are unavoidable concomitants of the manner and rate of economic development, which is concentrated in industry and infrastructure. A large portion of the finance to support this development is from foreign sources. Foreign loan inflow in 1968 was $479 million; estimated inflow in 1969 is $716 million. Long-term (over three years) loans comprised 69% of the total in 1968 and this share is expected to rise to 75% in 1969.

The increasing share of long-term loans represents an improvement in Korea's debt structure. In terms of the entire economy (including private non-guaranteed loans and trade credit of over one year) the debt service for 1967, 1968, and estimated for 1969 is 5.4%, 7.6%, and 11.2%, respectively. After 1969, debt repayment of trade credit of over one year constitutes a significant factor and could raise the overall debt service ratio to more than 20% in 1970 and 1971. The level of short-term (one to three year) debt contraction after 1969 could become a critical element in the debt service ratio.

Convincing results

In May 1969 the United States held its first solo exhibition in Korea. The U.S. Industrial Machinery Exhibit resulted in off-the-floor sales of $8.1 million and future sales projected at $14.8 million for this year.

This phenomenal performance should serve to emphasize the potential gains available to enterprising U.S. firms seeking overseas sales.

A lower rate of GNP real growth is planned after 1969. A rate of 11% is anticipated in 1970 and 1971 and 9% per year throughout the period of the Third Five Year Plan (1972-1976).

A substantial decrease in annual net foreign capital inflow is expected beginning in 1970 owing to the increasing level of repayment of previous borrowing. Nevertheless, the confidence of foreign financiers in the economy will continue to be translated into comparatively easy loan availabilities on competitive international terms.

Prospects will be enhanced for more stability in the economy and improvement in production quality if authorities adhere to the announced goal of lower real GNP growth. In the process, loan recipients will probably be more carefully screened, excessive incentives for export could be deemphasized, and product reliability and uniform quality could be stressed. These desiderata have been subscribed to in official pronouncements but not actively pursued. Less flamboyant real growth rates would also facilitate efforts to restrain inflation and increase domestic savings.

Import boom may slow

Lower rates of increase in annual imports is a definite prospect. Although the absolute increase in 1969 is estimated at $300 million f.o.b., compared with $420 million in 1968, this is only a 22.7% increase, compared with a 47% increase in 1968.

Part of the lower import requirements is attributed to import substitution through new and expanded industrial facilities, including a second petroleum refinery (Caltex) that commenced operations this year, a second automobile assembly plant (Ford) with a third (Fiat) in the offing, a large increase in cement production, an alumina smelting plant, a soda ash plant and a glucose plant.

Large industrial plants to be constructed include a petro-chemical complex (naphtha cracker—Gulf; polyethylene, vinyl chloride monomer, ethylene glycol, and polystyrene—Dow; and acrylonitrile—Skelly), a third refinery (Union Oil) to supply another large thermal electric plant, another large fertilizer plant, a caprolactum plant, a lubricating oil plant, additional electronic component and electric appliance plants, and additional chemical plants.

The Gulf Oil Company has undertaken oil exploration in the China Sea adjacent to Korea and Caltex has plans for exploration for other off-shore areas. A 255-mile petroleum pipeline from Pohang to Seoul will be completed in early 1970 and Gulf Oil plans to construct a 60-mile pipeline from its refinery at Ulsan to Taegu.

MECHANIZATION IN AGRICULTURE is one of the ways Korea is trying to boost farm production. Many agricultural machines are produced domestically, while others are assembled from imported components.

Dahomey holds limited prospects for U.S. business, but possible oil strike could end stagnation

Association with EEC hampers chances for meaningful U.S. ties; franc devaluation increases dependence on top trade partner

Dahomey is a poor country with limited proven resources and a large surplus of unemployed or under-employed intellectuals. Although there have been several changes of government since independence in 1960, the country has remained consistently oriented toward the West, according to the Economic Trends Report from the U.S. Embassy in Cotonou.

While there are several, large governmental economic concerns which are run as private corporations, prevailing sentiment among the country's leaders favors private enterprise. Foreign enterprises promoting economic development are very welcome.

The Dahomean economy has been stagnant in recent years, but investment in selected agricultural products is beginning to pay off.

Exports of palm oil rose almost 25% in each of the last two years, and most of this is now processed in Dahomey. Investments in cotton, peanuts, and rice have been very successful. Processing plants are being built or planned for most of these products, although financing them remains a problem.

There are certain possibilities for investment in agricultural processing industries. Many of the tropical crops (such as pineapples) now grown in Dahomey could be produced for export. Because of the association with the Common Market, firms establishing themselves here would have an entry to the EEC which would partially offset the small size of the domestic market.

Dahomey is planning several small industries for processing agricultural products, such as a 3,000-ton cashew nut plant. U.S. firms have a good chance either to equip these plants or to invest in them.

The principal American export to Dahomey, leaf tobacco, has remained strong though increased competition is being experienced. Rice purchases, the next biggest export, are declining as domestic production increases.

The Entente countries, of which Dahomey is one, recently financed a study whose object was to interest U.S. firms in investing in these countries; the Dahomean attitude toward such investment is very favorable. Investment codes are liberal.

Implications for the U.S.

Possibilities for U.S. firms to sell more capital goods are increasing, though they remain limited. If the oil field proves commercially feasible, American firms should have the inside track in providing the necessary heavy equipment to develop and exploit it. The fact that an American company discovered the oil field has impressed the Dahomeans with American technical ability and drive, and has made them more willing to consider American sources for their needed capital goods.

The head geologist of Union Oil remains optimistic that the test wells now being drilled will prove the oil field to be commercially feasible. However, the government does not expect oil to be a panacea to the economy.

The recently signed agreement among Ghana, Togo, and Dahomey to provide low-cost electric power with the aid of Canadian financing will alleviate Dahomey's lack of power. Better city water systems will be added to the infrastructure through U.S., German, and possibly Danish aid projects.

Dahomey faces all the problems of a country where approximately 90% of the population is engaged in subsistence agriculture and has very little purchasing power. Much of the urban population is unemployed or under-employed.

While the outlook for exports of U.S. capital goods to Dahomey is improving, the United States will have few opportunities to sell consumer goods in Dahomey. The market is small and purchasing power is low. Dahomey's association with the European Economic Community (EEC) entails discriminatory tariff barriers against non-EEC countries. The recent devaluation of the French and CFA francs adds to the advantages already held by the French.

Economic statistics on Dahomey are very unreliable and outdated. Therefore, one must rely on impressions rather than on hard figures. Annual per capita income is estimated at $71, a figure which has remained constant over the past five years. Gross national product has been growing slowly, and has not yet overtaken the population growth rate of around 3%. Inflation, fueled by increased taxes as the government vigorously tries to balance its budget on a small productive base, has become a severe problem and will be aggravated by the recent devaluation.

About 64% of the government budget goes into salaries of civil servants; there is therefore not much left for investment.

Industry, consisting almost entirely of the processing of agricultural products, accounts for 10% of gross domestic product; transportation and commerce contribute another 25%. Commercial activity is high for an economy in this stage of development because many Dahomeans have traditionally been small entrepreneurs. Government services account for 15% of GDP, while the remaining 50% comes from agriculture.

Dahomey's exports consist entirely of raw or semi-processed agricultural products. The rise in exports is due to the emphasis now being placed on agricultural crops destined for the world market. Importing almost all of its requirements for manufacturers, Dahomey's main suppliers are first France and then the other EEC countries. The United States is the main customer for its principal export, palm kernel oil.

The French guarantee of convertibility for the CFA franc and Dahomey's membership in the CFA group have enabled the country to maintain its financial reserves despite its chronic trade deficits.

Dahomey's membership in the CFA group also serves to favor trade with France. The devaluation of the French franc by 12½% in terms of U.S. dollars led directly to the equal devaluation of the CFA franc. This devaluation will inevitably force Dahomey to buy an even larger percentage of its imports from France, thus reducing the small amount of U.S. sales, though for the same reasons Dahomey will turn elsewhere than the franc area to sell its products.

In sum, while there are opportunities for certain lines of U.S. products, the small size of the market, the lack of purchasing power, and the preferential position enjoyed by the EEC countries, above all by France mean that the economy will be of little interest to most U.S. firms at least until the oil begins to flow.

U.S. TV satellite to aid India's rural development drive

As a result of a new Indo-U.S. agreement, a space satellite will be bringing educational television programs to an estimated 5,000 Indian villages by 1972. The agreement, signed by representatives of the National Aeronautics and Space Administration (NASA) and the Government of India on Sept. 18, initiates an experimental venture in which television programs are to be broadcast from a satellite into small village receivers without the use of ground relay stations.

The satellite which NASA will use in the joint experiment is the Applications Technology Satellite (ATS-F), currently scheduled to be launched in mid-1972 into a synchronous orbit over the equator. Its innovative broadcasting technique will be made possible by an increase in the on-board power of the satellite and by a deployable antenna with high pointing accuracy. The system reduces costs at the receiving end, thus making it possible to increase the numbers of receivers in remote areas of India without prohibitive expense.

India will provide and maintain the village receivers and will have sole responsibility for television programming. It is anticipated that program content will focus primarily on family planning and improved agricultural techniques. The new agreement follows several years of careful planning, including an experiment carried out in 80 villages to compare the agricultural productivity of communities which had the benefit of television with those which did not. The broadcasts, which will use various languages of India, will originate within the country.

The terms of the new agreement provide that India may utilize the NASA satellite for a period of one year. After that time, any continuation of service will be entirely India's responsibility.

Peru adds 140 items to list of prohibited imports

Peru has added a list of some 140 items to its prohibited import list first announced in June of 1968 (See INTERNATIONAL COMMERCE of Apr. 14, 1969). The Supreme Decree of Sept. 17 instructed Peruvian Consuls not to certify documents on these goods after Sept. 28. In addition, prohibited goods consularized prior to Sept. 28 must be cleared through customs within 30 days after arrival in Peru.

The additional list includes certain food and agricultural products, chemicals, pharmaceuticals, kitchen and tableware, leather goods, wood products, textiles, sanitary fixtures and domestic appliances.

Information as to specific commodities affected may be obtained upon request from the American Republics Division, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Herrera hails private business community's role in fostering Latin community development

Felipe Herrera, President of the Inter-American Development Bank, has hailed the contributions of the Latin American business community in fostering the growth of small enterprises in communities so impoverished that they are on the margin of conventional banking assistance.

Herrera spoke at a meeting of the Pan American Development Foundation (PADF).

Through savings of pennies and the dedication of businessmen, such foundations have been successful in bringing the fruits of development to impoverished communities in Chile, Colombia, the Dominican Republic, Ecuador and Guatemala. Argentina, Mexico and Nicaragua joined PADF at an October meeting.

Founded in 1963 largely through the initiative of the Organization of American States, PADF primarily aims to encourage private support in the United States and in Latin America for community development projects in the region. It helps to establish local foundations and provides them with long-term loans to be used on a revolving basis for relending in such fields as water supply, agriculture and electric power.

Under various other PADF programs, tools are being sent to vocational schools, drugs and clinical supplies to hospitals, and direct assistance from American schools and community clubs to Latin American schools.

Libyan businessmen cautious

Business activity in Libya is slowly returning to normal after the Sept. 1 military coup. Most offices and shops have reopened, although very little business is being done except in basic foodstuffs and household supplies. Oil production and exports continue uninterrupted.

The banks are open, and they are now authorized to open letters of credit for pre-Sept. 11 import orders. Imports since that date have been restricted to the following items of prime necessity: wheat, wheat flour, barley, rice and rice flour, live animals, poultry and meat, canned tomatoes, milk products, tea, coffee, olive oil, butter, petroleum products, medicines and medical equipment, fodder, chemical fertilizers, insecticides, clothing, shoes, children's food, stationery, spare parts, and raw materials for industry.

For imports other than the foregoing, prior approval of the Bank of Libya is required. Most importers are letting previous orders stand, but planning no new orders until the situation becomes clearer. Ports and airports are open. Visas for visits of up to 30 days and exit permits are being granted on an individual-case basis.

The decree requiring Arabization of all foreign language signs will prevent the use of many well-known trademarks in Roman letters. The government has already cancelled tenders and contracts for work on royal palaces and some government buildings. The second Five-Year Development Plan, which is now being studied by the government, is expected to be revised.

In spite of a modest pickup in business activity, the Libyan commercial outlook remains unsettled primarily because of the business community's uncertainty about the new government's future economic policy. The new regime has still not made any comprehensive pronouncements about the direction of the country's new economic policy, although some Libyan officials have given press interviews mentioning a few aspects of such policy.

Korea to establish 3 free export zones on southern coast

Foreign firms operating there to be exempt from most taxes

The Korean Government recently announced plans to establish three free export zones on the nation's southern coast. These zones will be similar to the successful export processing zone at Kaohsuing, Taiwan, in that firms located within the zones will be exempted from most taxes and will enjoy greatly simplified import-export formalities. The first of these zones will be established early next year at Masan.

The free export zones are an important element in the Korean Government's export expansion plans which call for an export level of about $3.5 billion in 1976. When all three zones become operational, they are expected to result in an annual increase of about $450 million in exports, some $85 million in annual foreign exchange earnings (from labor income, raw material supply, rent, and water and power fees), $72 million in new foreign investment, a rise of nearly 113,000 in employment, and a substantial increase in the number of foreign technicians.

Each free export zone will occupy an estimated 8.9 million square feet of land on which 150 plants will be established at a total investment of $30 million. Foreign firms are expected to account for about 80% of investment in the zones. Interested and qualified companies will lease land and rent shell buildings from the Korean Government. The availability of land, labor, and water and the accessibility to all forms of transportation will be important factors in the selection of the free export zone sites.

In the selection of industries to be located in the new zones, preference will be given to labor-intensive industries with favorable prospects for future growth, newly developing labor-intensive industries which are closely related to systems engineering, and industries that are neither competitive with nor detrimental to existing industries.

Among the incentives that will be offered to foreign enterprises operating within the free trade zones are: exemption from most Korean taxes; simplified administrative procedures; a large, relatively inexpensive and comparatively well educated labor force; prime industrial sites with plentiful water and power supplies; and the option of leasing government-established factory buildings with rent payable on an installment basis.

Argentina introduces new system to finance exports

The Central Bank of Argentina has put into effect a new financing system to promote exports of selected goods and services.

The new system allows Argentine exporters to offer financing terms up to 8½ years with 85% coverage for exports of approved capital goods, and up to three years with 80% coverage for exports of approved durable and semi-durable goods. Interest on the financing is limited to a maximum of 6%.

An attachment to the announcement circular (#B639 and Circular RC 378 of Sept. 3) lists, according to an adapted Brussels Tariff Nomenclature, the categories of goods to which this new financing system pertains, including certain beef and mutton products, tools, certain oils, motion pictures, metal products, machinery, and other items.

In order to be eligible for the new financing, an export operation must be covered by export credit insurance and by a guarantee of a foreign bank (of the importer's country) if the pertinent credit to a single firm exceeds $50,000. Arrangements for export credit insurance can be made according to provisions of Laws 17,267 (May 9, 1967) and 18,189 (Apr. 21, 1969) and their related decrees 3040/67 (May 9, 1967) and 1871/69 (Apr. 21, 1969).

The new system should facilitate responses to export financing requests, inasmuch as Argentine banks providing the financing only have to inform the Central Bank of the operation. Previously, Central Bank approval was required before financing could be given.

Funds to finance promoted exports come from a category of bank reserves, *liberaciones condicionales*, which previously could be used only to finance domestic sales to governmental entities or to extend 180-day credits of 30% of the value of new exports. Banks can rediscount paper on the promoted exports at other banks or at the Central Bank at a 4% (or the prevailing) annual interest rate.

Greece eliminates duties on certain imports until 1972

Greece has authorized the duty-free and tax-free importation until Dec. 31, 1971 of the following commodities, when imported by individual members of agricultural cooperatives, by established enterprises and by the Government, for the purpose of expanding cultivation of horticultural products: machinery and accessories, metallic structures and other non-consumable apparatus and materials which comprise heated greenhouses.

However, from Jan. 1, 1972 to Dec. 31, 1975, if imported under the above-mentioned conditions, these items will be subject to payment of only 50% of the regular amount of import duties and taxes.

This relief from duty will be permitted on condition that the products involved are not manufactured in Greece. Non-manufacture in Greece of a given item will be certified by the Ministry of Industry.

Samples having commercial value, when consigned to local agents or distributors of foreign manufacturers and suppliers, who are members of associations of commercial agents, are exempt from all duties and taxes not exceeding 2,000 drachmas per calendar year (heretofore 360 drachmas; 30 drachmas = $1). The procedure governing the importation of commercial samples will be determined by the Ministry of Finance.

The above provisions are incorporated in Greek Legislative Number 245, dated July 19.

Canada lowers tariff rate on electronic flash items

The Canadian Government has established a new tariff item reducing the Most-Favored-Nation (MFN) rate on electronic flash equipment, effective from Sept. 11. Such equipment was formerly classified in tariff item 46200-1 with an MFN rate of 15%.

The new item, 46200-2, has an MFN rate of 10% ad valorem and reads as follows: Electronic flash apparatus designed to be hand held or mounted on hand cameras, including self-contained, battery-operated power supplies for use therewith, and parts of the foregoing.

Manufacturers in France, Germany, Italy, Sweden, Switzerland desire U.S. ties

Products for offer include electronic solenoids, gastro-enteric goods, toys, combustion reactors, converting equipment and writing utensils

Companies in France, Germany, Italy, Sweden and Switzerland offer several products for American markets. The products include electrical solenoids, gastro-enteric products, mechanical toys, combustion reactors for reduction of air pollution, converting equipment for graphic arts and packaging and multi-color ball point pens.

For additional information and the name and address of the firm, **write:** the Office of International Investment, Bureau of International Commerce, code 874, U.S. Department of Commerce, Washington, D.C. 20230, referring to the appropriate File number assigned each opportunity listed below.

- A Swiss manufacturer of pneumatic components is seeking a U.S. license to produce its electrical solenoid valves for air, gas or liquid.

The line includes direct acting solenoid valves, internal pilot operated solenoid valves, external pilot operated valves and high pressure valves used as components of industrial process control equipment. **File 1704-R.**

- A medium sized French firm offers long term licensing cooperation arrangements to manufacture and market gastro-enteric products in the United States, France and Europe. **File 1811.**
- A French manufacturer of mechanical toys, automobiles, telephones, aircraft, construction toys, etc., would like to make arrangements to manufacture and market their toys in the U.S.

At the present time this company has business activities in France, Belgium, the Scandinavian countries, Great Britain, countries of Africa and South America. In 1968 the U.S. imported a total of $155.8 million per month of toys, games, dolls, and children's vehicles, an increase of 35% over 1967. **File 1812.**

- A Swedish firm offers a licensing arrangement to a U.S. firm to manufacture and sell its combustion reactor.

The purpose of the reactor is to reduce carbon monoxide, hydrocarbons, and soot from exhaust gases of heating furnaces for housing and industry. Prototypes of the reactor have been tested on heating furnaces and automobile engines. Production of a first series of 1,000 furnaces for housing with a built-in reactor is scheduled to begin next March.

The reactor has been patented in the U.S. and 10 other countries; it is pending in 13 others. The invention and the inventor have been awarded honors in various international exhibitions.

The firm states the reactor works without additives or moving parts, it is built of ceramic materials and is inexpensive to fabricate. After the first setting it demands no further service adjustments. **File 1813.**

- An Italian firm presently manufacturing and selling converting equipment for the graphic arts and packing industries offers a licensing arrangement with a U.S. firm.

Mating, extruding, laminating and coating of paper, paperboard and plastics are some of the processes performed by their equipment. **File 1814.**

- A German manufacturer offers a multicolor ball point writer (patented in the U.S.) for manufacture under license in the U.S.

The inventor and manufacturer state the structure of the writing device permits a handy, smooth housing, not encumbered by slots, slides or a moveable cap. It can be gripped and clasped at any point over its entire length. Because of its simple structure it is possible to form all parts except the springs out of artificial materials, which reduces appreciably the manufacturing costs and further assures a pleasant appearance and low weight.

The conventional multi-colored writer design retaining the colored leads or cartridges in slots, is abandoned. No advancing movement is required during an exchange of lead or cartridges. **File 1815.**

Valuable series

Which overseas markets have been good customers for products like yours, so that you can select those that show best future potential?

An excellent place to start your investigation is the U.S. statistics on exports—the Census Bureau's FT-410 series, which shows exports, by commodity, to country of destination.

From these monthly reports, you can learn which of some 169 countries have bought any of more than 3,000 U.S. products. By checking U.S. exports of your products for three or four years, you can determine which countries have been the largest and most consistent markets. In some instances, the FT-410 statistics will also give you an indication of the average price for your product in a given market.

"Introductory Guide to Exporting," revised April 1969 by U.S. Department of Commerce

Ceylon extends bid deadline for sugar industry project

The Government of Ceylon has extended the deadline from Sept. 30 to Oct. 31 at 10 a.m. for submission of proposals for the establishment of a sugar industry as reported in INTERNATIONAL COMMERCE, Sept. 1. Documents giving complete details on this project are available.

Write: Commercial Office, Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington, D.C. 20008 (202-483-4025) or the Office of International Investment, Bureau of International Commerce (BIC-878), Department of Commerce, Washington, D.C. 20230. **P-70102.**

German firm would make plastic window frames

A license to manufacture plastic window frames is sought by a medium sized German producer of plastic and wood building products. The firm's marketing organization covers France as well as Germany.

Write: Mr. Rudolf Klotzbucher, Manager, Market Development, German American Chamber of Commerce, 666 Fifth Avenue, New York, New York 10019. **P-70236.**

U.S. firms invited to submit proposals to Philippine board

In connection with the preparation of the third investment priorities plan, the Philippine Board of Investments invites interested U.S. firms to submit details on specific projects which they wish to establish in the Philippines. The Board indicates that manufacturing operations in certain preferred industries may qualify as pioneer projects and be eligible for investment incentives.

Such projects generally involve the manufacture of products that have not been made or are not currently under production in the Philippines on a commercial scale. Projects utilizing new designs and processes may also qualify for pioneer status.

Write: Board of Investments, ADC Bldg., 6805 Ayala Ave., Makati, Philippines. **P-70235.**

Cross licensing agreement sought by British company

A small British manufacturer of industrial weighing and moisture measuring equipment and industrial control systems is interested in a cross licensing arrangement. The British firm seeks to produce and distribute up to date industrial process instruments such as flow, pressure and temperature devices. It also offers a license to manufacture its products to a U.S. concern. The British company was established last year and has approximately 20 employees.

Write: M.2. Systems and Controls Ltd., 16 Swaislands Dr., Crayford Industrial Estate, Crayford, Kent, England. WTD. **P-70233.**

Five Malaysia development projects open to U.S. firms

The Federal Industrial Development Authority (FIDA) of Malaysia has published five more projects which offer investment possibilities for U.S. firms.

The five projects include wooden doors and windows, parquet flooring, jam and marmalade, tapioca starch, and titanium dioxide. They are export-oriented and enjoy the full support of the Malaysian Government. The FIDA has compiled brief pre-investment surveys on each project which provide information about markets, required capital investment, and availability of raw materials. These studies are submitted as advance information which FIDA intends to update.

A limited number of the surveys are available in the Investment Resources Division, Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230. Interested U.S. firms may borrow a copy by writing this office. For further details **write:** Yeo Beng Poh, Director, Federal Industrial Development Authority. Bank Bumiputra Building, 21 Malacca St., P.O. Box 618, Kuala Lumpur, Malaysia. **P-70209.**

License to manufacture metal products desired by United Kingdom firm

A manufacturer and distributor of small pressed metal stampings for leather goods and for the electrical and telephone industries is looking for American companies interested in licensing metal luggage fittings, electric switchgear, connectors, terminals and other electronic metal accessories, building hardware and metal toys or metal/plastic assembly for manufacture in the United Kingdom.

Write: Latham Manufacturing Co. Ltd., Croxstalls Rd., Bloxwich, Nr. Walsale, Staffordshire, England. WTD. **P-70234.**

Afghanistan firm desires to manufacture engines

Jangalak Industries, a Kabul company seeks licenses to manufacture small 7½ h.p. diesel engines which would be combined with 4½ inch pumps already in production and marketed for irrigation use. The Kabul concern proposes to begin production by importing such components as pistons and cylinders. Initial output is estimated at 400 units per year, increasing to a possible 1000 units annually at full production.

Currently, the Kabul concern is engaged in the maintenance of government vehicles and the fabrication of bus and truck bodies and light agriculture equipment.

Write: A. Rahim Chienzai, President, Jangalak Industries, Kabul, Afghanistan. WTD. **P-70228.**

Greek Government requesting studies for slaughterhouses

Feasibility studies for the establishment of a single slaughterhouse or several slaughterhouses in different Greek towns are sought by the Greek Government. Fees for each study have been fixed as follows, in dollar equivalents: (1) Thessaloniki, $66,666; (2) Patras, $33,333; (3) Agrinion, Arta, Volos, Janitsa, Kalamata, Chania, $116,666; and (4) Tripolis, Argos-Nafplion, Pyrgos, Amalias, $50,000.

Proposals, with biodata of the engineers who would be utilized for the preparation of the studies, background and experience data and other data, should be submitted by November 15. Proposals may be submitted for any single study or several studies. Foreign bidders should associate with approved local consultants.

Tender documents are available for study in the Office of International Investment, Bureau of International Commerce (BIC-878), Department of Commerce, Washington, D.C. 20230. **P-70187.**

Dutch manufacturer seeks household appliance licenses

This medium-to-large sized manufacturer of automatic household washing machines, spin dryers, and parts is interested in licensing arrangements with U.S. manufacturers of electric household appliances involving sheet metal work, such as washing machines, refrigerators, ranges, ventilators, and similar products.

The firm has two plants in Holland, employs about 450 persons, and has an annual sales turnover of approximately $6.5 million. About 90% of its production is sold in the Netherlands. The facilities and capabilities of the firm include: sheet metal work to any design; laquer and baked enamel coatings; electric welding; tool making shops with lathes, milling, drilling, and grinding machines; electric component assembly; test laboratories; and household appliance design.

Write: N. V. B. Minkema & Zonen, 187 Lekdijk, Nieuwport, The Netherlands. WTD. **P-70008.**

World Trade Opportunities

Firms can prequalify for Trinidad-Tobago low-cost housing project

The Government of Trinidad and Tobago has issued an official notice for housing construction contractors to prequalify for a planned multiple low-cost housing project to be partly financed by a loan from the Inter-American Development Bank. The proposed project will include construction of 2,100 two- and three-bedroom houses to be completed in 1970 and 1971. Contracts will be awarded for groups of several houses and will incorporate a maximum amount of local labor and building materials.

Contractors wishing to submit bids for this project must first prequalify by providing information on their experience in housing construction; their capability with respect to personnel, equipment, and plant; and their financial capacity. Firms which prequalify will be invited to tender for this first project, but applications for prequalification may be submitted to the Government for processing at any time during the period of the program. Invitations to bid on specific projects, however, will be sent only to those applicants who are selected for prequalification at the time of the issuance of the invitations.

The minimum requirements to prequalify a contractor for tendering are active participation in the building construction industry for the past five years, and a statement from a bonding company or bank as to the maximum amount of coverage it can issue, upon request of the contractor, in the form of guarantee or performance bond should the construction company be awarded a contract.

Copies of the application forms are available from the Construction and Building Materials Division, BDSA-645, U.S. Dept. of Commerce, Washington, D.C. 20230 (202-967-3602), and from the U.S. Dept. of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

Applications must be sent to the Director of Contracts, Central Tenders Board, 31 St. Vincent St., Port of Spain, Trinidad, West Indies, not later than Oct. 31. Replies will be sent to all applicants within 30 days of the receipt of the application by the Director of Contracts.

Portable communications devices sought by Greek Government

The Ministry of Commerce, State Purchases Directorate 4, has issued Tender No. 4/805/69, for the supply of portable VHF transceivers. The bid deadline is November 19.

Bid should offer 10 portable VHF transceivers for communication with helicopters, frequency 118-136MHZ, with 20 watts output, power supply of 12 volts D.C. and 110/220 volts A.C. 50-60 Hz.

Copies of the tender announcement and specifications are available from the Ministry of Commerce, State Purchases Directorate 4, 50 Socratous St., Athens, or on a short-term loan basis to firms located in the U.S. from the Communications-Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230. ★(202-967-4823).

Korean firm plans to expand livestock feed-milling operation

Korea-Cargill Co., Ltd., plans to expand its livestock feed milling operations and construct new facilities for the production and marketing of livestock, poultry, eggs and meat products. The company's new feed mill now under construction is designed to produce ten metric tons of feed per hour and is located in a suburb of Suwon on the highway connecting Suwon with the Seoul-Pusan expressway. Its hatchery and poultry breeder houses are located near Pyong Taek.

The company's plans include construction of broiler and layer breeding houses and units for commercial broiler and egg production. Pelletizing equipment for the feed mill, feed trucks and additional hatchery equipment are among the items scheduled for future procurement.

Interested U.S. suppliers of materials, machinery and equipment for the above-mentioned facilities may contact either Mr. Fay M. Parkinson, Korea-Cargill Co., Ltd., 101 2Ka Han Kang-Ro, Yong San-Ku, Seoul, Korea or Mr. L. O. Hauskins, Dir. of Purchasing, Central Purchasing Dept., Cargill, Inc., 110 South Seventh St., Cargill Bldg., Minneapolis, Minn. 55402.

Cooking, freezing plant wanted in Yugoslavia

Yugoslavia's leading foreign trade and tourist enterprise, GENERALEXPORT (WTD 1968), is seeking complete equipment for a large cooking and freezing plant to supply frozen dinners to hotel dining rooms on the Dalmatian Coast.

A turnkey operation, including planning assistance, is envisaged—with a full line of cooking, freezing, cooling, and defrosting equipment, plus refrigerated trucks to transport the food to the hotels. Initial plant capacity is estimated at 24,000 meals daily.

The success of the initial plant, according to the GENERALEXPORT Director, will result in extension of the service to other hotels and construction of additional facilities.

Write: Vlada Milutinovic, GENERALEXPORT, Djure Djakovica 31, Belgrade, Yugoslavia.

Iran railway extends deadline

The Iranian State Railways has extended the bid deadline on Tender Nos. 788, 789, 875, 876, and 877 for the supply of telephone exchange equipment and accessories. The original deadline was October 11, but this has been extended to November 10. Previously published in (See INTERNATIONAL COMMERCE, Aug. 18, 1969, p. 31, SIC 36600 and **Commerce Business Daily**, Aug. 12, 1969.

India extends tender deadline

The Director General, Supplies and Disposals of the Government of India, has extended the deadline on Tender No. ES-4-210-34-108 Cell 546 from September 30 to October 30. (See INTERNATIONAL COMMERCE, Aug. 18, 1969, p. 31, SIC 36600).

Bridge, access roads project open for bids

The Colombian Ministry of Public Works is seeking tenders on the design and construction of a bridge over the Magdalena River at Barranquilla, Colombia. The bridge will have a length of approximately 1,440 meters. The principal section of the structure will be of cantilever (corbel or overhanging) construction and have a central span of 140 meters and two lateral spans of 110 meters each. The project includes the construction of access roads to the highway to Cienaga and to Calle 17 and Carrera 8 in Barranquilla.

The tender will be by the system of unit prices for the design included in the respective documents, but alternate bids will be accepted based on the designs of the bidder.

Contractors may obtain the tender documents which include specifications and plans at the Ministry of Public Works, Division de Programas y Contratacion Centro Administrativo Nacional, Av. Eldorado, Bogota, Colombia, or at the offices of the consulting engineers, Tippetts-Abbett-McCarthy-Stratton, 345 Park Ave., New York, N.Y. 10022. These documents will be available as of Oct. 15. All requests for the documents must be accompanied by a certified check in the amount of 1,800 Colombia pesos (approximately $103); this fee will not be refunded.

The Ministry of Public Works has applied for a loan from the World Bank, the proceeds of which will be used to make payments against the contract for the design and construction of this bridge.

Malaysian state wants tenders on pumping sets, diesel engines

The State Engineer, Public Works Department, Bangunan Tuanku Syed Putra, of Malaysia's Penang State has invited tenders from experienced manufacturers with head offices in member countries of the Asian Development Bank for the supply, delivery and erection of five, 10 million-gallon/day fixed-speed, low light mixed flow, diesel pump sets; four, 12 million-gallon/day and four, 7 million-gallon/day variable speed, high light centrifugal pump sets, complete with diesel engines and miscellaneous associated equipment.

The works will form part of the River Muda Water Scheme being undertaken in stages to augment the water supply of the State of Penang by 100 million gallons per day by the year 2000. This is tender No. 6, with a bid deadline of Nov. 17.

Tender documents are available from the State Engineer, Public Works Dept., Penang and Consulting Engineers, Messrs. Binnie & Partners (Malaysia), Mercantile Bank Bldg., Leboh Pasar Besar, Kuala Lumpur for $163.39, made out in the form of a check and crossed "Not Negotiable." The deposit is refundable on receipt of a bona fide tender or the return of the documents unmarked and in good condition; or, specifications may be obtained on a short term loan basis from the General Industrial Equipment Division, BDSA-647, U.S. Department of Commerce, Washington, D.C. 20230. ★(Telephone: 202-967-5585).

World Trade Opportunities continued through page 35

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. The three-digit numbers and commodity classifications are from the Standard Industrial Classification (SIC) Manual. The five-digit numbers under each heading are from the Numerical List of Manufactured Products, 1967 Census of Manufacturers, Bureau of the Census and are used extensively by government and industry in classifying products.

U.S. firms should also be aware that the listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the *Department of Commerce Export Control Regulations* or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

NOTE: The SIC Manual is available for $4.50; The Numerical List of Manufactured Products (MC67-1) for $1.75 and the Export Control Regulations are priced at $12 a year. These publications may be ordered from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or any of the 42 Department of Commerce Field Offices throughout the United States.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the International Liaison and Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

204 Grain mill products

20410 — BURUNDI — Wheat flour for re-export to Eastern Congo (Kinshasa), Rwanda; also for sale in Burundi. Patel's Impexports (importer, distributor, retailer, exporter), B. P. 1236, Bujumbura. Cable address: IMPEXPORTS. WTD in preparation.

228 Yarn, thread mills, products

22811—GERMANY—Cotton yarns for interlinings of ladies' and men's outer garments. Requests price quotations c.i.f. Hamburg or Rotterdam. Henschke & Co., Haensel Rosshaar GmbH. (importer, distributor, manufacturer, exporter), 5860 Iserlohn, Puetterstrasse 22. WTD 9/69.

261 Bleached kraft pulp

● **26100—BURMA**—The General Manager/Secretary, Paper Factory and Chemical Industries Board, Rangoon, Burma, has issued Tender No. 22 (T) PF&CIB (S) 69/1608, with a bid deadline of Nov. 15 for 1800 tons of bleached kraft pulp (hardwood or bamboo), and 4200 tons bleached kraft pulp (softwood). Pulp with minimum brightness of 85 GE or equivalent and to be supplied in the form of standard sheets and baled. A 10 kilogram sample for each item must be furnished with the tender. Copies of the tender with complete specifications are available from the FP&P Division, BDSA-625, Department of Commerce, Washington, D.C. 20230 ★(202-967-3530).

262 Paper mills

26217—SOUTH AFRICA—Paper material for manufacture of women's dresses. Coalfields Furnishers (Pty.) Ltd., trading as Charles Velkes & Sons (distributor), De Waal & Princess Vlei Roads, Diep River, Cape Province. WTD 9/69.

264 Converted paper, paperboard products

26495—SOUTH AFRICA—Dresses made of paper material. Coalfields Furnishers (Pty.) Ltd., trading as Charles Velkes & Sons (distributor), De Waal & Princess Vlei Roads, Diep River, Cape Province. WTD 9/69.

272 Periodicals: publishing, publishing & printing

27213—THAILAND—Magazines; industrial, engineering, technical. Requests catalogs, c.i.f. Bangkok prices. Safety Enterprises Co. Ltd. (importer, distributor), 103 Patpong Rd., Bangkok. WTD 1/69.

27215—THAILAND—Magazines, entertainment and general interest. Requests catalogs, c.i.f. Bangkok prices. Safety Enterprises Co. Ltd. (importer, distributor), 103 Patpong Rd., Bangkok. WTD 1/69.

273 Books

27315—THAILAND—Books, trade. Requests catalogs, c.i.f. Bangkok prices. Safety Enterprises Co. Ltd. (importer, distributor), 103 Patpong Rd., Bangkok. WTD 1/69.

27313—THAILAND—Books; technical, scientific, professional, law, medical, including dental, nursing. Request catalogs, c.i.f. Bangkok prices. Safety Enterprises Co. Ltd. (importer, distributor), 103 Patpong Rd., Bangkok. WTD 1/69.

278 Bookbinding industries

27821—THAILAND—Books, account, other than sales books. Requests catalogs, c.i.f. Bangkok prices. Safety Enterprises Co. Ltd. (importer, distributor), 103 Patpong Rd., Bangkok. WTD 1/69.

281 Industrial organic chemicals

● **28100—IRAN**—Supply of 195,466 liters of antifreeze as follows: 136,826 liters in 200-liter drums each, and 58,640 liters in 4-liter tins each. Tender No. 8, bid deadline 1:00 p.m., Nov. 30. Ordnance Department IIGF, Abaas-Abad, Tehran. Contact Iranian Economic Mission, 2233 Wisconsin Ave., NW., Washington, 1:00 p.m., Dec. 3. Ordnance Department. IIGF, A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Office Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102. ★(414-556-5868).

● Supply of 7,376 liters of brake fluid, conforming to specification SAE 70R3, packed in tins of 20 liters. Tender No. 9, bid deadline 1:00 p.m., Dec. 3. Ordnance Department, IIGF, Abass-Abad, Tehran. Contact Iranian Economic

Mission, 2233 Wisconsin Ave., NW., Washington, D.C. Ref. No. 7493 (202-338-5393). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102. ★(415-556-5868).

282 Synthetic materials

28232—GERMANY—Double drawn real and rayon horse hair for interlinings of ladies' and men's outer garments. Requests price quotations c.i.f. Hamburg or Rotterdam. Henschke & Co., Haensel Rosshaar GmbH. (importer, distributor, manufacturer, exporter), 5860 Iserlohn, Puetterstrasse 22. WTD 9/69.

283 Drugs

● **28300—CONGO**—The Ministry of Health of the Democratic Republic of the Congo, Kinshasa, has issued an invitation (in French) for bids for the supply of drugs and pharmaceuticals as follows: Invitation No. 304/69, with a bid deadline of November 28, calls for bids on 16 items, including penicillin G, 1000—25 ml. ampuls; quinine bichlorhydrate, 500 cases each 50 ampuls 2 ml.; niketamide, 500 cases each 50 ampuls; 5% glucose solution, 1000 cases each with 48 bottles 1000 ml. Correspondence is preferred in French. Copies of this tender are available from the Chemicals Division, BDSA-665, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-3394). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 ★(415-556-5868).

28340—GUATEMALA—Pharmaceutical tablets, capsules and syrups—popular-priced patent medicines. Correspondence requested in Spanish. LABORATORIOS I.C.A. (Industriales Centro Americanos) (importer, distributor, manufacturer), 16 Calle 22-41, Zona 10, Guatemala City. WTD 9/69.

285 Paints, varnishes, lacquers, enamels

28510—SINGAPORE—Marine paint of good quality. Chan Boon Wan, Managing Dir., Chan Boon Wan Importer & Exporter, General Maritime Services (importer, distributor), Rm. 706, 7th floor, 6 Cecil St., P.O. Box 2327, Singapore 1. WTD in preparation.

306 Fabricated rubber products

30698—TURKEY—Rubber latex, approximate requirements 25 tons; product should not be inflammable; will be stored in 250 kg. reservoirs from which it is pumped off by compressor to an even surface; should not freeze instantaneously; should not be too thick as it will be used for sticking cocoa fiber used in automobile seats. Sisman Kardesler, Hasan Sisman, Vatka Fabrikasi (manufacturer), Yanik Saraylar Sokak, Kat 1, No. 104, Cagaloglu, Istanbul. WTD in preparation.

307 Plastic products

30790—FRENCH WEST INDIES—Flexible containers to ship and store cement. Preferred capacities are 2.5, 5, and 10 metric tons. Cheneaux & P. de Reynal (importer, distributor, retailer), 33 Chaussee Sartines, P.O. Box 54, Cayenne 97/3, French Guiana. WTD 4/68.

311 Leather tanning, finishing

31110—GUATEMALA—Finished cattle hide and kip side leathers. Correspondence requested in Spanish. CASA Italiana—Petrone Hermanos Cia. Ltda. (manufacturer, retailer), 7a. Avenida 9-27, Zona 1, Guatemala City. WTD 9/69.

313 Boots, shoe cut stock, findings

31310—GUATEMALA—Boot and shoe cut stock and findings. Correspondence requested in Spanish. CASA Italiana—Petrone Hermanos Cia. Ltda. (manufacturer, retailer), 7a. Avenida 9-27, Zona 1, Guatemala City. WTD 9/69.

321 Sheet glass

● **32100—BURMA**—65,000 sheets of clear sheet glass ranging in size from 24"x36"x3mm to 48"x60"x6mm and 10,000 sheets of Cathedral glass in green, blue and amber, size 36"x48"x ⅛". Tender No. 004/T/CONST/PWC/69-70. Bid deadline Nov. 14. Vice Chairman, Public Works Corporation, 60 Shwedagon Pagoda Rd., Rangoon, Burma. Terms and specifications available on loan basis from Consumer Products Division, BDSA-623, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2923).

331 Steel mill products

● **33100—INDIA**—Manganese steel plates, 465 tons of various sizes. Tender #SP/IMP/Plates/69; bid deadline Nov. 25. Hindustan Steelworks Construction Ltd., Calcutta. Copies of Tender documents available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008.

● **33100—INDIA**—Plates, fire box quality, 1,880 metric tons of various sizes conforming to certain specifications. Tender #1134/26W/BSL/PR/56501-A/51461/global; bid deadline Nov. 27. Beas Purchase Organization, Talwara Township, Hoshiarpur, Punjab. Copies of tender documents available from Iron and Steel Division, BDSA-669, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2364).

● **33100—IRAN**—Wire Rope, 29,000 meters of various diameters. Tender #7302; bid deadline Nov. 16. Steel Corporation of Iran, Tehran. Copies of tender documents available from Iron and Steel Division, BDSA-669, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2364).

33123—BRAZIL—Stainless steel sheets for use in household refrigerator cabinets; enamelled or painted steel sheets for use in household refrigerator cabinets. Companhia Eletro Metalurgica do Brasil—NORLAR (manufacturer), Estrada da Imbiribeira, 2159, Caixa Postal, 1951, Recife, PE. WTD 9/69.

33124—IRELAND—Mild steel plate in following thicknesses: ¼", 5/16", ⅜", ½", ⅝", ¾" and 1". Plates should be in minimum sizes of 10 ft. x 5 ft. and minimum quantities of 100 tons. Doggett, P.F. (Engineering) (importer, manufacturer), Grangegeeth, Slane, County Meath. WTD 9/69.

33125—GUYANA—Galvanized wire: 8 ISWG (4,06 mm), tensile strength approximately 70 kilos; 8 gauge hard drawn galvanized wire ordinary Thomas quality. Quantity approximately 112 lbs. weight, 46 coils on 3-month basis with immediate order for 70 coils. Continental Biscuit Co., Ltd. (importer, distributor, manufacturer), 4 Ruimveldt, East Bank Demerara, P.O. Box 691. WTD 8/69.

33127—SPAIN—Sheet, steel. Orbaiceta, S.A. (manufacturer), Apartado Postal No. 68, Cordovilla, Pamplona (Navarra). WTD 8/69.

333 Primary smelting, refining of nonferrous metals

33395—SPAIN—Platinum chloride. Orbaiceta, S.A. (manufacturer), Apartado Postal No. 68, Cordovilla-Pamplona (Navarra). WTD 8/69.

335 Rolling, drawing and extruding of non-ferrous metals

● **33500—INDIA**—Supply of 10,000 meters —5 core (three power cores and two earth cores) flat trailing cables, 650/1100 volt, suitable for use in conjunction with A.C. cable-reel shuttle cars. The cable should conform to special requirements specified for portable cables in the U.S. Bureau of Mines Schedule 2F. Tender No. CPO/S. Car cable/69-70. Bid deadline Nov. 13, 1969. Contact Chief of Stores and Purchase, National Coal Development Corporation, Ltd., Darbhanga House, Ranchi, Bihar.

344 Fabricated structural metal products

34422—AFGHANISTAN—Metal door, window units for buses whose chassis are being assembled in Kabul. Engineer Hassan Naseri, Chief Engineer, Jangalak Industries (manufacturer), Kabul. WTD in preparation.

353 Construction, mining and material handling equipment

● **35300—BURMA**—20 concrete vibrators,

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505, 843-2386.
ANCHORAGE, ALASKA, 99501, 306 Lousac-Sagn Bldg. Area Code 907, 272-6531.
ATLANTA, GA., 30303, 4th Floor Home Federal Bldg., 75 Forsyth St. N.W. Area Code 404, 526-8000.
BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301, 962-3560.
BIRMINGHAM, ALA., 35205, Suite 200-201, 908 S. 20th St. Area Code 205, 325-3327.
BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617, 223-2312.
BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Area Code 716, 842-3208.
CHARLESTON, S.C., 29403, Federal Bldg., Suite 631, 334 Meeting St. Area Code 803, 577-4171.
CHARLESTON, W. VA., 25301, 3000 New Federal Office Bldg., 500 Quarrier St. Area Code 304, 343-6181 Ext. 375 and 376.
CHEYENNE, WYO., 82001, 6022 Federal Bldg., 2120 Capitol Ave. Area Code 307, 634-5920.
CHICAGO, ILL., 60604, 1486 New Federal Bldg., 219 South Dearborn St. Area Code 312, 353-4400.
CINCINNATI, OHIO, 45202, 9028 Federal Office Bldg., 550 Main St. Area Code 513, 684-2944.
CLEVELAND, OHIO, 44114, Room 600, 666 Euclid Ave. Area Code 216, 522-4750.
DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214, 749-3287.
DENVER, COLO., 80202, 16419 Federal Bldg., 20th and South Sts. Area Code 303, 297-3246.
DES MOINES, IOWA, 50309, 609 Federal Bldg., 210 Walnut St. Area Code 515, 284-4222.
DETROIT, MICH., 48226, 445 Federal Bldg. Area Code 313, 226-6088.
GREENSBORO, N.C., 27402, 258 Federal Bldg., W. Market St. P.O. Box 1950. Area Code 919, 275-9111.
HARTFORD, CONN., 06103, Room 610-B, Federal Office Bldg., 450 Main St. Area Code 203, 244-3530.
HONOLULU, HAWAII, 96813, 286 Alexander Young Bldg., 1015 Bishop St. Area Code 808, 546-5977.
HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Area Code 713, 226-4231.
JACKSONVILLE, FLA., 32202, P.O. Box 35087, 400 W. Bay St. Area Code 904, 791-2796.
KANSAS CITY, MO., 64106, Room 2011, 11 Walnut St. Area Code 816, 374-3141.
LOS ANGELES, CALIF., 90024, 11th Floor, Federal Bldg., 11000 Wilshire Blvd. Area Code 213, 824-7591.
MEMPHIS, TENN., 38103, 710 Home Federal Bldg., 147 Jefferson Ave. Area Code 901, 534-3214.
MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305, 350-5267.
MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Area Code 414, 272-8600.
MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Area Code 612, 725-2133.
NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., S., 610 South St. Area Code 504, 527-8545.
NEW YORK, N.Y., 10007, 41st Floor, Federal Office Bldg., 26 Federal Plaza, Foley Sq. Area Code 212, 264-0634.
PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Area Code 215, 597-2850.
PHOENIX, ARIZ., 85025, 5413 New Federal Bldg., 230 N. First Ave. Area Code 602, 261-3285.
PITTSBURGH, PA., 15222, 2201 Federal Bldg., 1000 Liberty Ave. Area Code 412, 644-2850.
PORTLAND, ORE., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503, 226-3361.
RENO, NEV., 89502, 2028 Federal Bldg., 300 Booth St. Area Code 702, 784-5203.
RICHMOND, VA., 23240, 2105 Federal Bldg., 400 N. 8th St. Area Code 703, 649-3611.
ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Area Code 314, 622-4243.
SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 S. State St. Area Code 801, 524-5116.
SAN FRANCISCO, CALIF., 94102, Federal Bldg., Box 36013, 450 Golden Gate Ave. Area Code 415, 556-5864.
SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. Phone 723-4640.
SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Area Code 912, 232-4321.
SEATTLE, WASH., 98104, 8021 Federal Office Bldg., 909 First Ave. Area Code 206, 583-5615.

electric motor 230 v, 50 c, single phase, approx. 2 hp, 10,000–12,000 VPM; five concrete mixers, 14/10 cu. ft., non tilting type with batch weigher and hoist, 10 hp electric motor, AC 400/440 OV, 50 cycle, 4 poles, 1500 RPM; alternate bid equipment with 10 hp diesel engine. Tender No. P-5(Q)PWC/69-70; bid deadline Nov. 6. Chairman, Public Works Corp., No. 60, Shwedagon Pagoda Rd., Rangoon. Specifications are available on a short term loan basis from the General Industrial Equipment Division, BDSA-647, U.S. Dept. of Commerce, Washington, D.C. 20230. ★(Telephone: 202-967-5585).

●**35300—BURMA**—5 crawler tractors with rear double drum, cable control unit and dozers, 180 net hp; two self propelled, diesel cranes, hydraulic operated, 3 ton capacity at 10 ft. radius; two self propelled, diesel cranes, hydraulic operated, 5 ton capacity at 8 ft. radius. Tender No. E-4(T)PWC/69-70; bid deadline Nov. 6. Chairman, Public Works Corp., 60 Shwedagon Pagoda Rd., Rangoon. Specifications are available on a short term loan basis from the General Industrial Equipment Division, BDSA-647, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-5585).

● **35300—BURMA**—2 electric operated 5 metric ton cranes mounted on caisson platform for lifting bamboo rafts off barges and placing on rail flat cars. Include the requirement of two years parts supply with bids. Tender No. 26(T) PF&CIB(S)69/1612; bid deadline Nov. 29. General Manager/Secretary, Paper Factory and Chemical Industries Board, Union of Burma Applied Research Institute Bldg., Yankin P.O. Kanbe, Rangoon. Specifications are available on a short term loan basis from the General Industrial Equipment Division, BDSA-647, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-5585).

● **35300—INDIA**—2 transloaders for the handling of slag. Tender No. PUR/MD/CS/KH/S(11)/global/69; bid deadline Nov. 7. S. Pearay, Controller of Supplies, Hindustan Copper Ltd., P.O. Khetri Copper Project, Jhunjhunu, Rajasthan. Tender documents are available for US$105.00 from the Accounts Officer, above address; or, on a loan basis from the General Industrial Equipment Division, BDSA-647, U.S. Department of Commerce, Washington, D.C. 20230. ★(202-967-5566).

354 Metalworking machinery

35423—BRAZIL—Riveting machines specially designed for manufacture of automotive brake linings. Lonex do Brasil S/A (manufacturer), Caixa Postal, 814, Recife, PE. WTD 9/69.

● **35400—INDIA**—Machine tools, including one hydraulic tracer lathe, Tender No. 224/12/047/27.6.69 (ISM ref. no. D/ENQ/2703), bid deadline Oct. 30; one relieving lathe, Tender No. 224/12/050/27.6.69 (ISM ref. no. D/ENQ/2704), bid deadline Nov. 5; one hydraulically operated band saw, Tender No. 224/13/053/9.7.69 (ISM ref. no. D/ENQ/2705); bid deadline Nov. 14. Complete Tender documents are available from the India Supply Mission, 2536 Massachusetts Ave., N.W., Washington, D.C., for $2.50, $1.50 and $2.00 respectively per copy.

355 Special industry machinery

● **35500—BURMA**—2 batch type hydrapulpers for slushing lap pulp and waste paper. One should have a capacity of 10 tons/24 hours; and the other, 20 tons per 24 hours. Tender No. 25 (T) PF&CIB(S) 69/1611, bid deadline Nov. 15. General Manager/Secretary, Paper Factory and Chemical Industries Board, Union of Burma Applied Research Institute Bldg., Kanbe, Rangoon. Specifications are available on a short term basis from the General Industrial Equipment Division, BDSA 647, Department of Commerce, Washington, D.C. 20230 ★(202-967-5585).

35595—BOLIVIA—Shoe making and repairing machinery and equipment machinery: heel moulding machinery; machinery to nail neolite caps; machinery to varnish heels; other machinery for shoe manufacture. Correspondence requested in Spanish. Fabrica reparadora de calzados "La Paz" (manufacturer), Fabrica Reparadora de Calzados "La Paz", Casilla 1968, La Paz. WTD 9/69.

356 General industrial machinery

● **35600—BURMA**—15 trailer mounted air compressors, driven by air or water-cooled diesel engine with electric starting system. Compressor to have a minimum output of 110 cubic feet per minute. Price quotation should include a two-year supply of maintenance spares as recommended by the manufacturer. Tender No. DPES/30/69, bid deadline Nov. 15. Director, Directorate of Procurement, Ministry of Defense, Rangoon. Specifications are available on a short term loan basis from the General Industrial Equipment Division, BDSA-647, Department of Commerce, Washington, D.C. 20230 ★(202-967-5585).

35615—FRANCE—Gas turbine compressor units; computers; mass flow meters; pneumatic weight testers (for checking differential pressure recorders); gas leak-detectors, related equipment, for utilization by company engaged in transmission and distribution of natural and liquefied petroleum gas. Descriptive literature, price lists requested. Societe Nationale des Gaz du Sud-Ouest (importer), 49 Avenue Dufau; 64- Pau, B.P. WTD 12/68.

35690—BOLIVIA—Injection moulding machine to manufacture plastic heels for ladies' and girls' shoes. Machine must manufacture plastic heels with or without metal. Characteristics: oil dynamic, automatic, with pre-plastifier, security disposing molds, capacity, 140 grams; production capacity, 1,000 pairs per day of 8 hrs. work. Correspondence requested in Spanish. Fabrica Reparadora de Calzados "La Paz" (manufacturer), Fabrica Reparadora de Calzados La Paz, Casilla 1968, La Paz. WTD 9/69.

35690—COLOMBIA—Machinery, equipment for manufacture of automotive filters. Catalogs, price lists requested. Industria Colombiana de Filtros, Icofil (importer, distributor, manufacturer), Calle 9 No. 37-58, Apartado Aereo 9023, Bogota. WTD 9/69.

357 Office, computing, accounting machines

35730—ENGLAND—Automatic applicators for self adhesive sprocket hole edged, computer labels (applicators of all speeds), but not computer labels themselves. John Gosheron & Co. Ltd. (distributor, manufacturer), The Packaging & Industrial Tape Centre, 58/60 Kensington Church St., London, W.8. WTD in preparation.

361 Power distribution & specialty transformers

● **36100—IRELAND**—Supply 7 ea. transformers, 175 MVA per three-phase bank. Tender No. 1455/PS, bid deadline Nov. 21; I.B.R.D. financing. The Secretary, Electricity Supply Board, 27 Lower Fitzwilliam St., Dublin, Ireland. One copy of specifications available for reference only, not for loan, from the Power & Electrical Equipment Div., BDSA, Rm. 4124, Department of Commerce, Washington, D.C. 20230 ★(202-967-4241).

362 Electrical industrial apparatus N.E.C.

● **36200—UNION OF BURMA**—Supply various quantities and sizes of Electrolytic Capacitors. Tender No. MEIC/B.Rlys/14(T)11(ES)/69-70, bid deadline Nov. 28. The Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon, Union of Burma. Specifications available from the Power & Electrical Equipment Division, BDSA, Room 2124, Department of Commerce, Washington, D.C. 20230 ★(202-967-4241). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 ★(415-556-5868).

364 Electric lighting, wiring equipment

● **36400—INDIA**—Supply 240 ea. 132 kv porcelain insulators with flange. Tender No. PPX/ISLN/482/B; bid deadline Nov. 12. The Manager, Purchasing and Main Stores, Heavy Electricals (India) Limited, Bhopal, Madhya Pradesh, India. One copy of specifications available for reference only, not for loan, from the Power & Electrical Equipment Division, BDSA, Room 4124, Department of Commerce, Washington, D.C. 20230 ★(202-967-4241). Additional copies available from India Supply Mission, 2536 Massachusetts Ave., Washington, D.C. 20008 ($3.50 each).

36430—SWEDEN—Current-carrying wiring devices for residential type lighting fixtures. ANETA Belysningsarmatur, AB (importer, manufacturer, agent), Box 3067, S-351 04 Vaxjo. WTD 9/69.

367 Electronic components, accessories

36720—GERMANY—Television color tubes. IKS Bildroehrentechnik, Hans Kindler KG (importer, distributor), Im Duerren Kopf 40, 6103 Griesheim b. Darmstadt. WTD 9/69.

371 Motor vehicles, motor vehicle equipment

37141—SWEDEN—Passenger car accessories. ANPAC AB (importer, distributor), Trollenasgatan 14, S-217 73 Malmo. WTD 9/69.

375 Motorcycles, bicycles, parts

37510—SWEDEN—Bicycle accessories. ANPAC AB (importer, distributor), Trollenasgatan 14, S-217 73 Malmo. WTD 9/69.

381 Engineering, laboratory, scientific & research instruments & equipment

● **38100—EL SALVADOR**—Supply of laboratory instruments and equipment for a new children's hospital. Bid deadline Dec. 24. Correspondence requested in Spanish. Terms and specifications available, at $10.00 per copy, plus air mail cost, from the issuing private foundation: Fundacion Benjamin Bloom, Edificio del Banco de Londros & Montreal (3er. Piso), 2a. Calle Oriente 215, San Salvador, El Salvador. Copy of tender documents, in Spanish, available for review only, but not for loan, at the Scientific and Business Equipment Division, BDSA, Room 4120, U.S. Department of Commerce, Washington, D.C. 20230.

383 Optical instruments and lenses

● **38300—INDIA**—Supply of a microscope for metallographic research with all accessories

and spare parts essential for proper operation and maintenance. Tender No. PUR/MD/CS/KH/Lab(15)global/69. Bid deadline Nov. 4. Requested by S. Pearay, Controller of Supplies, Hindustan Copper Ltd., P.O. Khetri Copper Project, Jhunjhunu, Rajasthan, India. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2939). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 ★(415-556-5868).

● **38300—INDIA**—Supply of direct reading spectrometer with digital read out system in concentration percent and typewriter printer; capable of analyzing impurities in electrolytically refined copper; spares for at least two years operation period. Tender No. PUR/MD/CS/KH/Lab(16)/global/69, bid deadline Nov. 6. Requested by S. Pearay, Controller of Supplies, Hindustan Copper Ltd., P.O. Khetri Copper Project, Jhunjhunu, Rajasthan, India. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2939). A review copy is available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 ★(415-556-5868).

● **38300—ITALY**—Supply of 10,626 binoculars for military use. Bid deadline Oct. 31. The Italian Ministry of Defense is considering purchase of above binoculars and wishes to receive information on prices and delivery time from U.S. firms wishing to be invited to participate in international competitive bidding on this procurement. Correspondence preferred only in Italian. Requested by Ministerio della Difesa, Direzione Generale A.M.A.T., 2° Reparto, 4ª Divisione, Via Venti Settembre 8, 00100 Roma, Italia. A copy listing the general and optical characteristics of the binoculars (not tender documents) is available from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230 ★ (202-967-2939). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco. Calif. 94102 ★ (415-556-5868).

384 Surgical, medical & dental instruments & supplies

● **38400—EL SALVADOR**—Supply of surgical and orthopedic instruments and equipment for a new children's hospital. Bid deadline Dec. 24. Correspondence requested in Spanish. Terms and specifications available, at $10.00 per copy, plus air mail cost, from the issuing private foundation: Fundacion Benjamin Bloom, Edificio de Banco de Londros & Montreal (3 er. Piso), 2a. Calle Oriente 215, San Salvador, El Salvador. Copy of tender documents, in Spanish, available for review only, but not for loan, at the Scientific and Business Equipment Division, BDSA, Room 4120, U.S. Dept. of Commerce, Washington, D.C. 20230.

386 Photographic equipment

38610—LIBERIA—Photographic equipment, supplies. Souvenir Photo Works & Laboratory (importer, distributor, agent), Ashmun St., P.O. Box 1758, Monrovia. WTD 7/69.

593 Antique, secondhand stores

59330 — BURUNDI — Secondhand clothing. Desires to purchase by the ton. Jaffer Habib (importer, distributor, exporter), B. P. 1168, Bujumbura. WTD in preparation.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

011 Field crop farms

01131—FRENCH WEST INDIES—Pretreated long grain rice in 100 lb. bags and 24 lb. cartons. Quantity to be purchased estimated at 4,000 cartons and 800 bags per month. Roger Beaufrand (agent), Route de Redoute, Fort-de-France, Martinique. WTD 9/69.

209 Food preparations

20921—PAKISTAN—Soybean oil. Trusty Trading Corp. (agent), Azim Bldg., 1075 Haji Amirali Chowdhury Rd., Khatunganj, P.O. Box No. 310, Chittagong. WTD 9/69.

225 Knitting mills, products

22533—SWITZERLAND—Ladies', misses' and girls' dresses; fashionable, colored and knitted mini-dresses, skirts; exclusive boutique models. Venacora S.A., Attn: Mr. Muller (distributor, agent), 20, Ave. des Figuiers, 1000 Lausanne. WTD 9/69.

231 Men's, youths', boys' suits, coats, overcoats

23119 — SWITZERLAND — Fashionable men's, youths' and boys' suits. Venacora S.A., Attn: Mr. Muller (distributor, agent), 20, Ave. des Figuiers, 1000 Lausanne. WTD 9/69.

232 Men's, youths', boys' furnishings, work clothing

23210—SWITZERLAND—Men's and boys' shirts, fashionable, at low prices; exclusive boutique models. Venacora S.A., Attn: Mr. Muller (distributor, agent), 20, Ave. des Figuiers, 1000 Lausanne. WTD 9/69.

272 Periodicals: publishing, publishing & printing

27213 — PAKISTAN — Specialized business and professional periodicals. Paradise Book Stall (importer, distributor, agent), 61 Bijoy Nagar, North South Rd., Purana Paltan, Dacca-2. WTD 9/69.

27215 — PAKISTAN — General periodicals. Paradise Book Stall (importer, distributor, agent), 61 Bijoy Nagar, North South Rd., Purana Paltan, Dacca-2. WTD 9/69.

273 Books

27311 — PAKISTAN — Textbooks. Paradise Book Stall (importer, distributor, agent), 61 Bijoy Nagar, North South Rd., Purana Paltan, Dacca-2. WTD 9/69.

27315—PAKISTAN—General books. Paradise Book Stall (importer, distributor, agent), 61 Bijoy Nagar, North South Rd., Purana Paltan, Dacca-2. WTD 9/69.

284 Soap, detergents, cleaning preparations

28423 — GERMANY — Industrial cleaning compounds for machinery, buildings. Hans Wagner GmbH (importer, distributor, agent), Lubentiusstr. 3, 6251 Dietkirchen. WTD 9/69.

289 Chemical products

28993—GERMANY—Metal treating compounds. Hans Wagner GmbH (importer, distributor, agent), Lubentiusstr. 3, 6251 Dietkirchen. WTD 9/69.

307 Plastic products

30796—SWITZERLAND—Plastic plumbing fixtures, sinks, soap dishes, medicine chests, other bathroom accessories; plastic tile. Belco Sanitaere Apparate AG (importer, distributor), Stauffacherquai 42, 8039 Zurich. WTD 9/69.

331 Steel mill products

33123—PAKISTAN—Tinplate. Trusty Trading Corp. (agent), Azim Bldg., 1075 Haji Amirali Chowdhury Rd., Khatunganj, P.O. Box No. 310, Chittagong. WTD 9/69.

334 Secondary smelting, refining of nonferrous metals

33412—PAKISTAN—Copper ingot. Trusty Trading Corp. (agent), Azim Bldg., 1075 Haji Amirali Chowdhury Rd., Khatunganj, P.O. Box No. 310, Chittagong. WTD 9/69.

33414 — PAKISTAN — Zinc ingot. Trusty Trading Corp. (agent), Azim Bldg., 1075 Haji Amirali Chowdhury Rd., Khatunganj, P.O. Box No. 310, Chittagong. WTD 9/69.

353 Construction, mining, materials handling machinery

35310—GERMANY—New machinery used in road building, cutters, rollers, mixers, etc. Ewald Schuette (importer, exporter), 13, Platanenstr., 4 Duesseldorf. WTD 8/69.

35318—SWITZERLAND—Snow mobiles, all terrain vehicles. INTRAVEND AG (importer, distributor, agent), Buckhauserstrasse 28, 8048 Zurich. WTD 9/68.

354 Metalworking machinery

35410—PAKISTAN—Machine tools, metal-cutting types. Shahnawaz (E.P.) Ltd. (importer, distributor, agent, retailer), 9-C Motijheel Commercial Area, Dacca-2. WTD 9/69.

35420—PAKISTAN—Machine tools, metal-forming types. Shahnawaz (E.P.) Ltd. (importer, distributor, agent, retailer), 9-C Motijheel Commercial Area, Dacca-2. WTD 9/69.

35450—PAKISTAN—Machine tool accessories. Shanawaz (E.P.) Ltd. (importer, distributor, agent, retailer), 9-C Motijheel Commercial Area, Dacca-2. WTD 9/69.

355 Special industry machinery

35522 — GERMANY — Electronic or other types of switch and guiding appliances for use with textile machinery. Paul Spindler-Werke KG (distributor, manufacturer, exporter), 18 Klotzstr., 401 Hilden/Rhld. WTD 8/69.

35551—BRAZIL—Offset roll printing presses for newspapers; offset sheet printing presses. DUAGRAF Importadora de Material Grafico Ltda. (importer, distributor, agent), Rua Sao Januario, 350 B, ZC-08 GB Rio de Janeiro. WTD 7/69.

364 Electric lighting, wiring equipment

36430—NETHERLANDS—Multi-pole elec-

tronic plugs, sockets, similar connectors. Agencies or representations requested, preferably on exclusive basis. IMPAG Electronica N.V., Attn: Mr. H. J. Jongbloed (importer, distributor, agent), 82 Minervalaan, Amsterdam. WTD 9/69.

366 Communications equipment

36620—SPAIN—Electronic railway signaling equipment, supplies. G.R.S. Iberica, S.A. (importer, agent), Eloy Gonzalo, 27, Madrid (10). WTD 5/69.

371 Motor vehicles, motor vehicle equipment

37112—SWITZERLAND—Snow mobiles, all terrain vehicles. INTRAVEND AG (importer, distributor, agent), Buckhauserstrasse 28, 8048 Zurich. WTD 9/68.

386 Photographic equipment, supplies

38611 — SWITZERLAND — Photographic still cameras, projectors and accessories for amateur use. Beffa (importer, distributor, agent), Winterholzstrasse 55, 3018 Bern. WTD 12/68.

38613—SWITZERLAND—Motion picture cameras, projectors and accessories, 8 mm, super 8 mm, 16 mm, for amateurs. Beffa (importer, distributor, agent), Winterholzstrasse 55, 3018 Bern. WTD 12/68.

Leads for Importers

Commodities are offered direct unless specified

203 Canning, preserving foods

20331—FRANCE—Canned apricots, peaches, pears, cherries, other fruits, fruit salad, in light or heavy syrup; packed in No. 2-1/2 tin cans; 64 cans per carton. Agency only, for France or section thereof, for U.S. producers, exporters not represented. Barriere, Henri (sales agent, broker), 83 Rue de la Course; 33- Bordeaux, Gironde. WTD 1/69.

204 Grain mill products

20400—MALAYSIA—Sago flour or grain. Lian Kong Trading Co. (wholesaler, importer), 23 High St., Sibu, Sarawak. WTD 9/69.

208 Beverage industries

20800—SWEDEN—Semi-manufactured products for bakery, chocolate industries; flavoring extracts, food colorings, malt extracts, etc. Aromatic, Industri AB (manufacturer, exporter), 12-14 Bryggvagen, Box 9037, S-117 48 Stockholm. WTD 9/69.

209 Food preparations

20900—SWEDEN—Semi-manufactured products for bakery, chocolate industries; fats, baking powder, etc. Aromatic, Industri AB (manufacturer, exporter), 12-14 Bryggvagen, Box 9037, S-117 48 Stockholm. WTD 9/69.

20999—MALAYSIA—Pepper in grain and powder form. Lian Kong Trading Co. (wholesaler, importer), 23 High St., Sibu, Sarawak. WTD 9/69.

242 Sawmills, planing mills

24200—MALAYSIA—Wood furniture trimmings. Direct sales or through agency. Hiap Hoe Furniture Co. (manufacturer, retailer, wholesaler), 116 Jalan Birch, Seremban, Negri Sembilan. WTD 9/69.

24200 — MALAYSIA — Lumber to buyers' specifications. Lian Kong Trading Co. (wholesaler, importer), 23 High St., Sibu, Sarawak. WTD 9/69.

243 Millwork, veneer, plywood, prefabricated structural wood products

24320—MALAYSIA—Plywood, size 3' x 6' up to 4' x 10' and thickness 3/6-mm up 25-mm. Central Kedah Plywood Factory Sdn. Bhd. (manufacturer, exporter), Bakar Arang, Sungei Patani, Kedah. WTD 9/69.

251 Household furniture

25190—MALAYSIA—Rattan furniture, direct sale or through agency. Hiap Hoe Furniture Co. (manufacturer, wholesaler, retailer), 116 Jalan Birch, Seremban, Negri Sembilan. WTD 9/69.

25190—MALAYSIA—Rattan furniture, direct sale or through agency. Ming & Co. (manufacturer, retailer, wholesaler, exporter), 166 Jalan Tuanku Abdul Rahman, P.O. Box 811, Kuala Lumpur. WTD 9/69.

356 General industrial machinery

35610—SWEDEN—Electric submersible dewatering pumps, up to 800 U.S. gallons/minute; pumps for contractors. AB PUMPEX Production (manufacturer, exporter, importer), 370 Skebokvarnsvagen, S-124 34 Bandhagen. WTD 8/69.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

BRAZIL—The Superintendency for Northeast Development (SUDENE) has received plans for a **copper development project** involving the investment of NCr$482 million (NCr$4.21 = U.S.$1.00). The backer of the project is the Pignatari group of Sao Paulo, Brazil. According to an agent of the Sao Paulo financing firm, Parada, Galvao e Associados, the copper deposits are located at Caraiba, Bahia, between the municipality of Senhor do Bonfim and the San Francisco River. The purpose of the present project is to get SUDENE's approval so that **engineering studies and mobilization of resources** can be started. If the project is approved by SUDENE it will be by far the largest project to come to the Northeast. The largest to date is the Usiba steel mill in Salvador, with a projected investment of some NCr$230 million. The project plans estimate that about $49.8 million will be spent on equipment and $2 million on engineering services. The local office does not know what equipment is likely to be imported.

GERMANY—Holiday Inns of America has announced plans to build **a 200-room hotel** in Sindelfingen, a suburb of Stuttgart. The cost of the venture is estimated at DM 9 million (DM 4 = U.S. $1.00) and completion is tentatively scheduled for spring 1971. The site in Sindelfingen is convenient not only to the Frankfurt-Stuttgart-Munich autobahn, but also to two major manufacturers in the area which can use convenient hotel space for their clients —IBM Deutschland and Daimler-Benz (Mercedes). A larger Holiday Inn planned for downtown Stuttgart would offer an additional 400 to 800 beds. Additional hotels of the Holiday Inn chain are reportedly scheduled for Hamburg, Bremen, Munich, Basel and Zurich.

GERMANY—The first entry by Monsanto Co., St. Louis, Mo., in the manufacturing field in Germany was announced in September. The firm will **build a plant for the production of acrylic fiber** in Lower Saxony. Construction will start immediately and the first phase should be completed by 1972 when annual production capacity will reach 35 million pounds. Acrylic fiber from the plant will go into the manufacture of clothing, carpeting and other home furnishings.

ITALY—The Italian Official Gazette of Sept. 18, published a notice of the Ministry of Public Works announcing that the deadline for submission of entries by participants in the **international contest for ideas concerning a permanent road and railway connection between the island of Sicily and continental Italy** has been extended to Dec. 1, (see INTERNATIONAL COMMERCE, Sept. 8, p. 43).

TRINIDAD AND TOBAGO—An **assembly plant to produce Toyota cars** in Trinidad and Tobago has been given approval by the Government's Industrial Development Corp. At present there are three assembly plants in Trinidad and Tobago—Neal and Massy Industries Ltd. at Morvant, producing Vauxhall cars and commercial vehicles; Amalgamated Industries Ltd. in Arima, which produces cars for the Rootes, BMC, Leyland, and Ford (UK) companies; and the very small operation of Henry Pain Ltd., on the Churchill-Roosevelt Highway, which is assembling Renaults. Together they produced 3,000 cars and 199 commercial vehicles in 1968. Bolan A. Amar, Managing Director of Amar Motor Supplies, the local agents for Toyota, called at the U.S. Embassy in Port of Spain to discuss and inquire about possible American suppliers of machinery; spray booths, paint ovens and tools, compressors, spot welders, timers, and other items for the plant.

UGANDA—Tanzania and Italy have signed an agreement in principle under which Tanzania is to receive an Italian loan of $10 million for the **construction of the Kilimanjaro International Airport** at Sanya Juu, an empty plain which lies between Arusha and Moshi in northern Tanzania. Reportedly the contract for the construction of this airport has been awarded to Ing. Fortunato Federici of Rome. Consulting engineers for the project are Ital Consult of Rome and Dott. V. de Amici. Work will commence in November and it should take about 21 months to complete. The airport will be suitable for jumbo jets.

New Books and Reports

INTERNATIONAL MARKETING INFORMATION SERVICE

Latest IMIS reports are:

Exhibitors Export Market Guides *(for Trade Center Shows): Stockholm, Sweden* —Building/Products Construction Equipment, Feb. 18-24, 1970, IMIS—69-81. 10 cents.

Paris, France—Instrumentation-Automation, MESUCORA Trade Fair, May 27-June 4, 1970, IMIS—69-82. 10 cents.

Milan, Italy—Meat Processing Equipment, April 14-25, 1970, IMIS—69-83. 10 cents.

World Markets for U.S. Exports: Food and Packaging Machinery in the Netherlands, IMIS—69-129. 10 cents.

IMIS reports are available from Commerce Field Offices or from Sales & Distribution Branch, Room 2119, Department of Commerce, Washington, D.C. 20230.

***Living in Australia.* Published by Stralia Limited, New York. 1969. 60pp. (newspaper-size pages). $2.50 ($3 outside North America, $3.50 airmail).**

This report on Australian living conditions is unique because it uses hundreds of selected newspaper ads as a how-much and how-to reference and guide. The reprinted ads don't sell anything, but as information only they show what things actually cost, what's available and how products and services are advertised and marketed.

Especially helpful to corporations interested in Australia, and inexperienced in the market, which want to get the "feel" of a distant country that otherwise requires reading hundreds of overseas newspapers.

Write: Stralia Limited, 52 Vanderbilt Ave., New York, N.Y. 10017.

***The Brazilian Synthetic Polymer Industry.* Published by United Nations, New York. 1969. 42pp. $1.**

This report is the first of a series of monographs in a Petrochemical Industry Series to be published by the United Nations Industrial Development Organization. The series is designed to assist the developing countries in dealing with technical and economic problems related to the establishment and development of facilities for the manufacture of petrochemicals and consumer products.

The studies are concerned with basic and intermediate petrochemicals and end products, such as plastics, synthetic rubbers and synthetic fibers. Nitrogenous fertilizers and textile production based on synthetic fibers are excluded from the reports. The purpose of this first report is to describe the present status of the Brazilian polymer industry. It was prepared by Albert V. H. Hahn, serving as consultant to UNIDO.

Write: United Nations, Sales Section, Room 1059, New York, N.Y. 10017.

Latest Customs Journals

The following new International Customs Journals are available at the standard price of $3 per hard copy, 65¢ for microfiche:

Belgium-Netherlands-Luxembourg	PB 185 698
Central American Common Market	PB 185 699
Ceylon	PB 185 701
Congo	PB 185 697
Finland	PB 185 693
Libya	PB 185 692

Write: Clearinghouse for Federal Scientific & Technical Information, U.S. Department of Commerce, Springfield, Va. 22151 (Attn: Code 410.11.)

***Nontariff Distortions of Trade.* Published by Committee for Economic Development, New York. 1969. $1 per copy.**

The Research and Policy Committee of the Committee for Economic Development has issued a statement entitled: *Nontariff Distortions of Trade*. Reflecting the Committee's continuing interest in international trade policies, the report considers such nontariff distortions of trade as quantitative restrictions, customs classification and valuation, border tax adjustments, and public procurement policies, and suggests ways in which the non-Communist industrial nations might reduce such distortions.

The prime objective in preparing the report is the most complete elimination possible of all nontariff distortions of trade. The Committee noted that the logical forum in which to deal with nontariff distortions of trade is the GATT.

Write: Committee for Economic Development, 477 Madison Avenue, New York, N.Y. 10022.

***Overseas Business Reports.* U.S. Department of Commerce. Washington, D.C. 1969. $16 per year ($5 additional for overseas mailing), 15 cents per copy.**

Useful Market Surveys and Industry Reports Issued by the United Nations Economic Commission for Africa (ECA): Supplement No. 1. OBR 69-46. 12pp. This report comprises brief descriptions of documents issued by the United Nations Economic Commission for Africa in the areas of general economic surveys, industry, power, trade and tourism.

It updates a bibliography with the same title prepared in 1967.

Write: any Department of Commerce Field Office or Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

***Economic Surveys.* Published by the Organization for Economic Cooperation and Development. Paris. 1969. 80 cents each.**

Three new titles are available in the series of economic studies for member countries published annually by the OECD. These booklets contain information on economic developments and policies, business trends and economic outlook. Emphasis is placed on each country's most important problems.

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Italy—August 1969. 59pp.

Norway—July 1969. 57pp.

Turkey—August 1969. 63pp.

Write: OECD Publications Office, Suite 1305, 1750 Pennsylvania Avenue NW., Washington, D.C. 20006.

***Evaluation and Control of Overseas Operations.* By John J. Mauriel. Published by *Management Accounting*, New York. Vol. L. May 1969. p. 35 ff. $1.25.**

From a series of discussions with corporate executives and an examination of corporate records, the evaluation and control systems employed by 15 multinational or transnational firms are considered. A major conclusion made is that most multinational firms employ financial controls as the main management tool in dealing with overseas subsidiaries.

Write: *Management Accounting*, 505 Park Ave., New York, N. Y. 10022.

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Calendar *for international traders*

ATLANTA—Oct. 28—Sixth of seven consecutive Tuesday Export Workshops, Business Administration Bldg., Georgia State University, 6:30-9 p.m. Sponsors: Commerce Field Office, International Trade Assn. of Atlanta in cooperation with Georgia State University.

BALTIMORE—Oct. 29—Fourth of six consecutive Wednesday International Marketing Workshops, University of Baltimore, 7-9 p.m. Sponsors: Commerce Field Office, Maryland Port Authority and REEC in cooperation with University of Baltimore.

BAY ST. LOUIS, MISS.—Oct. 30—3rd International Trade Seminar, NASA Mississippi Test Facility, Hancock County, 9 a.m. Sponsors: Commerce New Orleans Field Office, SBA of Jackson, Miss., REEC. Speaker: Robert Haydon Jones, senior vice president, McCann-Erickson, International, New York.

BETHLEHEM, PA.—Oct. 29—Dinner meeting of World Trade Club of Lehigh Valley, Holiday Inn East, 6 p.m.

CHICAGO—Oct. 27—Principles and Techniques of Exporting, 1848 LaSalle Bank Bldg., 6-8 p.m. Sponsor: International Trade Club of Chicago.

CHICAGO—Nov. 4—Automotive Exporter's Club of Chicago, Builders Bldg.

CHICAGO—Nov. 13—International Trade Club of Chicago, luncheon meeting, La Salle Hotel, 12:15 p.m. Special Interest Seminar on Financing of International Trade, 2-4 p.m.

CHICAGO—Nov. 19—Chicago Midwest Credit Management Assn., Bismarck Hotel.

CINCINNATI—Oct. 29—Third Annual Export Trade Workshop, first of seven consecutive Wednesday sessions, University of Cincinnati. Sponsors: Commerce Field Office, REEC, University of Cincinnati.

DETROIT—Nov. 4—Export Seminar, 445 Federal Bldg., 9:30 a.m. Sponsor: Commerce Field Office.

GREENSBURG, PA.—Oct. 28—"All Export Systems Are Go," Mountain View Inn, registration 9 a.m. Sponsors: Commerce Field Office, Trans World Airlines, Central Westmoreland Chamber of Commerce, West Penn Power Co., SBA.

GULL HARBOR, MICH.—Oct. 25—Western Michigan World Trade Club, Richland Hotel, 6 p.m.

HONOLULU—Nov. 19—Export-Import Workshop, 286 Alexander Young Bldg., 10 a.m. Sponsors: Commerce Field Office, SBA.

Calendar deadline

Information for publication must be received three weeks before the date of the announced event. Include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space. **Write:**

Managing Editor,

International Commerce

BIC-204

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INDIANAPOLIS—Oct. 28—Third of ten consecutive Tuesday International Trade Seminars, Purdue University, 8-10 p.m. Sponsors: Commerce Field Office, Indiana Chamber of Commerce, World Trade Club of Indiana, Purdue University, Indiana University.

KANSAS CITY—Oct. 29-31—Advanced International Executives Seminar, Commerce Tower, 9 a.m.-5 p.m. Sponsors: Commerce Field Office, REEC, International Trade Club, American Marketing Assn.

LIBERAL, KAN.—Oct. 28-29—Seventeenth Annual Gas Measurement Institute and Exhibit. Sponsor: University of Kansas Southwest Center.

LOUISVILLE—Nov. 4—Kentuckiana World Commerce Council Monthly Meeting, Holiday Inn Central, 6 p.m. Speaker: **Dr. Felix Turel, international trade specialist, Commerce Cincinnati Field Office,** "Eye-Witness Story—International Trade Shows."

MEMPHIS—Oct. 30—Export Workshop, National Bank of Commerce. Sponsors: Commerce Field Office, REEC.

MIAMI—Oct. 30—Documentation and Export Control, 821 City National Bank Bldg., 9 a.m. Sponsor: Commerce Field Office, REEC.

MILWAUKEE—Nov. 6—Milwaukee World Trade Club Monthly Meeting, Holiday Inn—Midtown. Speaker: **R. H. Rowntree, executive vice president, Export-Import Bank,** "New Program of Assistance to Exporters from the Export-Import Bank."

MINNEAPOLIS — Oct. 30 — Eighth Annual Export Trade Workshop, third of six consecutive Thursday sessions, Federal Courts Bldg., Rm. B-29, 7-9 p.m. Sponsors: Minnesota World Trade Assn., with the cooperation of the Commerce Field Office.

NASHVILLE—Oct. 28—Export Consultation Program, Nashville Area Chamber of Commerce. Sponsors: Commerce Field Office, Chamber of Commerce.

NEWARK—Oct. 29—"Profits in Exports" Meeting, Small Business Administration Office, 970 Broad St. Sponsors: Commerce Field Office, REEC, SBA.

ST. LOUIS—Nov. 4—"Show You" Export Workshop, Conference Room, Federal Bldg., 2 p.m. Sponsors: Commerce Field Office, REEC.

ST. LOUIS—Nov. 18—"Show You" Export Workshop on Documentation, Conference Room, Federal Bldg., 2 p.m. Sponsors: Commerce Field Office, World Trade Club, Chamber of Commerce.

SAN FRANCISCO—Oct. 28—Export Marketing Seminar, 9270 New Federal Bldg., 9:30 a.m. Sponsor: Commerce Field Office.

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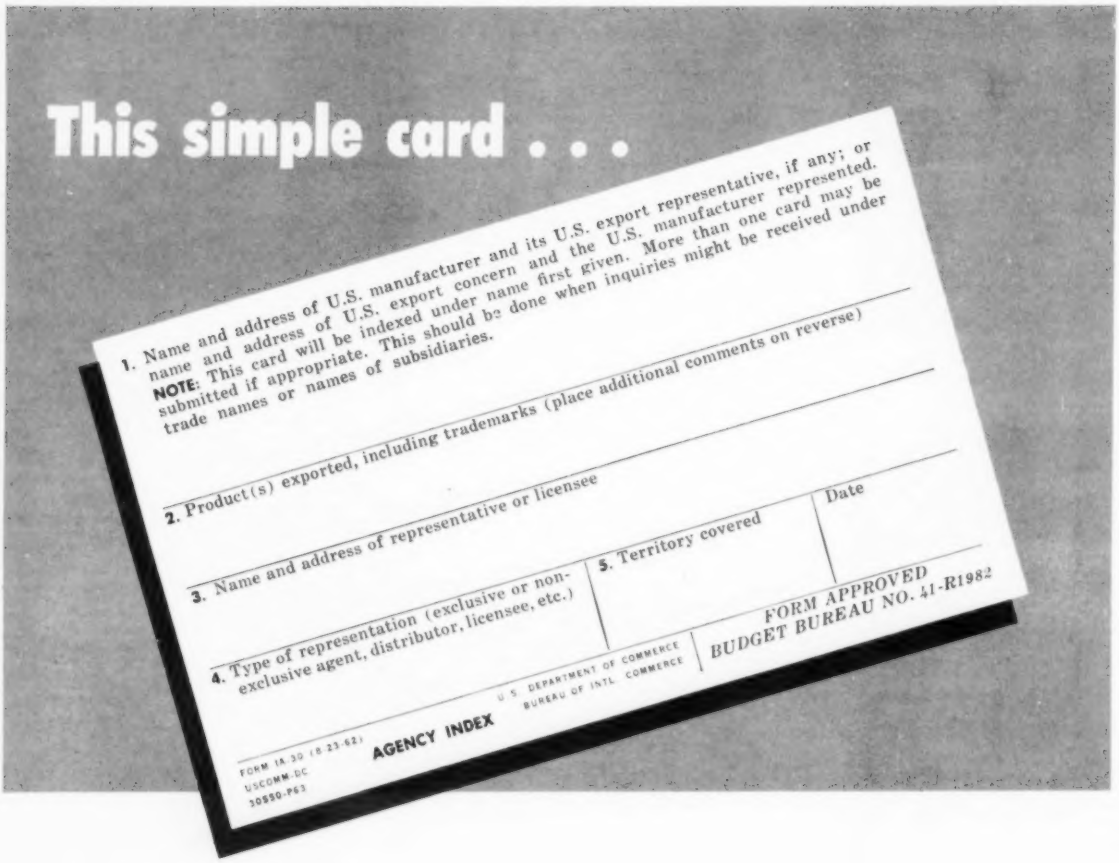
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